Trade and Industry

3 February 1978 Every Friday 40p

The framework for success

The Conder Group is the leading manufacturer and exporter of steel framed buildings in the UK, with over 20 years' experience of building in all climates and conditions.

This knowledge, gained through working in over 120 countries, is available locally to British businessmen, engineers and contractors.

Specialist staff in our operating companies at Winchester, London, Bridgend, Burton on Trent, Darlington and Cumbernauld, are on call to advise and assist on any structural steelwork problems, overseas or in the U.K.

Buildings of any height and span are possible with Conder construction and virtually any type and capacity crane can be incorporated.

For further information on how this service can work for you, send for the brochure illustrated, or telephone:

Conder International Limited,
Winchester, Hants. Telephone: 0962 882222

CONDER

WORLD LEADERS IN STEEL FRAMED BUILDINGS

THE QUEEN'S AWARD FOR EXPORT ACHIEVEMENT

Trade and Industry

3 February 1978

News from the Departments of Industry·Trade·Prices & Consumer Protection

This week sees the publication of the government's strategy for the future of Britain's airports: see page 204. In addition, we have a new statistical feature – cost indices for the aerospace and related industries: page 236.

Trade and Industry

Incorporating the Board of Trade Journal

Volume 30 no. 5.

Pages 193 to 256. 3 February 1978.

Price 40p. Net subscription post inclusive, £30.60.

Editorial

Room 439 1 Victoria Street, London SW1H 0ET

Telex 8811074 answer back DTIHQ G LONDON

Editorial inquiries		01-215 5730
Managing editor	Alan Williams	01-215 3388
Editor	Gillian Samuel	01-215 5653 01-215 5654
Home news and technology	Peter Curtis Alex Mayne-Reid John Rowles	01-215 3019 01-215 5074 01-215 5074
European community and overseas trade	Geoff Heaford Marianne Semadeni	01-215 3006 01-215 3016 01-215 5620
Art, pictures and statistics	Bob Priestley	01-215 3118
Business manager	John Bentley	01-215 5655
Assistant business manager	Jackie Stephens	01-215 5656
Circulation control	Christine Swinyard	01-215 5021
Advertisement department 13 Great James Street, London WC1		01-242 9478
Advertisement manager	Dudley Masters	
Deputy advertisement manager	Terry Day	
Northern manager	Allan Loftus	061-766 2191

11 Randale Drive, Bury Lancashire BL9 9HZ

Subscriptions: HMSO, PO Box 569, London SE1 01-928 6977 ext. 472

© Crown Copyright 1978. Short extracts can be published without specific permission providing that the source is duly acknowledged.

The views expressed in contributions to *Trade and Industry* emanating from other than official sources are not necessarily those of Her Majesty's Government.

The government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

ABC Member of the Audit Bureau of Circulations

ISSN 0006-5323

This week

Further £25m for selective investment scheme 194
Unfair contract terms controlled 194
Non-domiciled seafarers: plans for increased pay 194
Approach trials start at Gatwick 194
Small firms conference goes to Hackney 195
Bedding prices to be examined 195
Plans to continue TE subsidy 195
Agriculture ministers agree to devaluation of green pound 195
More anti-dumping duties on steel . . . 195
. . . and imports from Romania restricted 195
International experts discuss energy-saving 195

Home news

Importance of industrial strategy's success – Healey 196
Cryer tours midlands advance factories 196
Acrow chairman awarded honorary CBE 196
US company invests on Merseyside 196
Filter manufacturer to occupy Redruth factory . . . 198
. . . and local company to occupy Bradford factory 198
WDA supports new radiator business 198
Industrial strategy brings jobs: Huckfield 198
Benn gives go-ahead for two AGR stations 198
BAA cut general aviation charges at its Stansted and Scottish airports 198
UK's contender for MLS standard evaluated in Middle East trial 198
Merger proposals cleared 200
MMC given more time to report on wholesale supply of petrol reference 200
Consideration of Metal Box report concluded 200
Price display in hotels puts Britain ahead of Europe 200
Haig and White Horse unchanged in price 200
Maximum price for butter raised . . . 200
. . . but control of cheese prices to end 200
IMF repayment announced 200
Recycling company to collect used textiles 201
Official appointments 201
OFT initiates research into advertising standards 201
Curbs proposed on medicine advertising 201
All mariners on British ships covered by draft social security regulations 201
Shipbuilders and Aerospace subsidiaries listed 202
Patents endorsed 'licences of right' 202
Government sales 202
Airports: strategy and future 204

New publications

207

New products

208

Technology news

SPS invest in research for industry 210
Mirror, lenses, and lasers produced on pinhead 210
First run of latest Adour engine 210

Parliament

211

European community news

Green rates and common prices main items at agriculture council 217
New legislation 217
EEC competition law conference 217
Prime ministers discuss Greece-EEC relations 218
Official publications on community matters 220

Overseas trade news

Good prospects for British companies in Venezuela – Dickson Mabon 221
Varley meets Czechoslovakian ambassador 221
Navigation group reports further progress in channel safety 221
Revised edition of 'Hints to business men' published 222
Overseas ministers call on Alan Williams 222
Congestion at Port of Spain 222
Seminar on export opportunities in Korea . . . 222
. . . and on overseas offices 222
Dates of Peking agricultural fair fixed 222
Specialised exhibition for Baghdad 222
Seatag hosts dinner for new Singapore high commissioner 223
Tariff quotas – paper and board 1978 223
Selling to US military 223
Notices to importers
1656: Imports of textiles from the Republic of Korea 223
1657: Imports of cotton cloth from Pakistan 223
1658: Imports of textiles from Romania: revised arrangements 223

Exhibitions

Lively start for textiles at Heimtex fair 224
Record attendance at NJ china and glass show 224

Export successes

226

Country data

Australia 228, Barbados 228, Belgium 228, Finland 228, France 228, Gibraltar 228, Grenada 228, Iraq 228, Jamaica 228, Republic of Korea 229, Malaysia 229, Mauritius 229, Nigeria 229, New Zealand 229, Norway 229, Pakistan 230, Philippines 230, Singapore 230, South Africa 230, Thailand 231, United States 231

Statistics

The economy: selected indicators 232
Economic indicators of the industrial countries 233
Cost indices for the aerospace and radio, radar and electronic capital goods industries 236
Engineering industries: indices of production up to October 238
Motor vehicle production in December 239
Retailing inquiry for 1976: provisional results 240
Business monitors 241
Structure of company financing 242
Insolvencies in England and Wales: fourth quarter 1977 249
Consumers expenditure: fourth quarter 1977 251
New companies in December 251
Films Act 1960: combination of quota periods – 'Star Wars' 252
Fewer 'long' films in 1977: film registration statistics 252
Registrations of British, community and foreign films 252
Average earnings in November and basic rates of wages in December 253
Regional selective assistance 253
Index to statistics 253

Readers' reply service

254

Trade and Industry this week

HOME

Further £25m for selective investment scheme

Government provision of an additional £25 million for the selective investment scheme was announced by Secretary of State for Industry, Eric Varley, on Wednesday (1 February). Closing date for applications for assistance is 30 June this year.

Successor to the accelerated projects scheme, the selective investment scheme has made available £100 million under section 8 of the Industry Act 1972 to help companies undertake investment projects of benefit to the economy. Eligible projects have to be commercially viable, involve a maximum investment of £0.5 million, be advanced significantly in time or wholly conditional upon the receipt of such assistance, or result in an increase in the company's scale or efficiency.

Offers of assistance for 49 projects worth £24 million towards investment costs of £230 million have already been made, with applications for 123 projects involving investment costs of £1.3 billion currently being appraised.

Unfair contract terms controlled

Commenting on Tuesday on the Unfair Contract Terms Act which came into force on 1 February, John Fraser, Minister of State for Prices and Consumer Protection said that this was an issue overdue for legislation. From 1 February the consumer would get protection against unfair contract terms and notices when the Unfair Contract Terms Act entered into force.

Most of the credit for the act must go to Michael Ward, MP for Peterborough, who had skilfully steered it through the Commons. Mr Fraser said the new act would control all unfair and unreasonable exclusion or limitation of liability for breach of contract or for negligence incurred in the course of business. First, it laid down that liability for death and personal injury resulting from negligence could not be excluded. Any attempts at exclusion or restrictions on such liability would in future, except for international conventions, be void in all circumstances.

Attempts to exclude or restrict liability for other loss or damage resulting from negligence will be subjected to a reasonableness test. The reasonableness test would also be applied to two sorts of contract term, where the purpose was to evade liability for failure to carry out clear obligations under the contract and where the terms of the contract allowed it to be performed in a way that did not meet the reasonable expectations of the consumer.

A similar test of reasonableness would be applied to indemnity clauses. It would not, for example, be possible to avoid liability for negligence by making it a term of the contract that the customer must indemnify the other party against any liability that party might incur to the customer because of his negligence.

Last but by no means least, the act dealt with an area relating to the supply of goods where protection was not already provided. It extended to those who hired goods such as television sets the same protection as the Supply of Goods (Implied Terms) Act 1973 offered to those who bought goods. It would no longer matter whether a consumer bought a product or hired it. In each case he would have an absolute right to be supplied with something that was fit for its purpose.

Non-domiciled seafarers: plans for increased pay

Plans for closing the gap between the pay of UK-based ratings and non-domiciled ratings on British merchant ships have been accepted in principle by the government.

The working group on the employment of non-domiciled seafarers, representing government, employers, and unions–set up to find means of implementing government policy that differences in pay between UK and non-domiciled seafarers should be phased out – published its report on Wednesday. The seamen affected by the recommendation are mainly from India, Pakistan, and Bangladesh.

In a foreword to the report, Edmund Dell, Secretary of State for Trade, accepted the recommendations of the group but adds: 'I think it only right that all who have an interest in the matters considered by the working group should have an opportunity to make their views known before its recommendations are adopted as government policy. However, the government would not wish to prevent any of our non-domiciled seafarers from benefiting from the increase in pay recommended from 1 April 1978 and it hopes, therefore, that any comments will be made speedily.'

The basic rate of pay of an Indian seaman current when the working group reported was about £49 per month while the rate for a British seaman was about £187 per month. Broadly speaking, three Indian ratings are employed to do work which occupies only two European ratings.

The group proposes that, having regard to the above manning ratio, two-thirds of the gap in wage rates existing at the time it reported should be closed by increasing the basic pay of non-domiciled seamen in five instalments; the first instalment would be paid on 1 April 1978 and subsequent instalments on 1 January of the four succeeding years. After payment of the third instalment the progress made in closing the gap should be reviewed. Where it is practicable to reduce manning levels the pay of the reduced number of ratings should be increased commensurately.

The group considers that this gradual approach should allay the fears of the seamen's governments about the effects of sudden change on their economies and on the employment prospects for their seafarers and lessen the ecoonmic damage to the UK shipping industry.

The report – 'Employment of Non-domiciled Seafarers' – is published by HMSO, price £1.75. Comments on the recommendations should be sent to: Secretary, ENDS Working Group, Department of Trade, Marine Division, Sunley House, 90/93 High Holborn, London SW1V 6LP, by 28 February 1978.

Approach trials start at Gatwick

On Monday the Civil Aviation Authority began a 12-month period of continuous descent approach trials at Gatwick airport. The Gatwick trials follow year-long trials at Heathrow during which benefits were recorded in terms of both reduced noise nuisance and fuel saving.

During the Gatwick trials aircraft intending to land at the airport will follow a generally higher flight profile between the terminal holding point at Mayfield and a position some 10 miles from the airport. At that distance the pilot will begin his 'continuous descent' approach to land. The continuous descent is designed to avoid the application of engine power to level out before joining the instrument landing system (ILS), which is a feature of the standard ILS approach.

The higher speed used during the approach will enable pilots to make greater use of 'low power/low-drag' approach techniques, which should lead to a consequent reduction in generated noise and slightly reduced flight times over noise-affected areas.

Results of the Gatwick trials will be reviewed by the CAA in April and September this year.

Small firms conference goes to Hackney

Needs of the small firms sector were continually being studied and further representations would be made to the Chancellor of the Exchequer on taxation matters, Bob Cryer, Parliamentary Under-Secretary at the Department of Industry told representatives of small firms at the latest 'Small Firms in Inner Cities' conference in Hackney on 1 February.

He pointed out that the government had also given support to a bill which had enabled the government to give £¼ million towards the provision of advice and financial help in setting up workers co-operatives on a small scale. It might well be that where a family came to an end, a firm which was in jeopardy could be helped to retain its existence through the formation of a workers co-operative. This was a further tangible way in which the government was saying that small could be beautiful.

Mr Cryer explained that the conference was one of a series of conferences in which it was hoped a dialogue between central government, local government and small firms would be established.

Bedding prices to be examined

Use of recommended retail prices in bedding is to be examined by the Price Commission, it was announced on Monday.

Answering a parliamentary question, Robert Maclennan, Parliamentary Under-Secretary of State for Prices and Consumer Protection, said that the direction to undertake this examination would be made shortly and that directions relating to the practice in other sectors might be issued subsequently. The decision to take action on a sectoral basis did not preclude legislation or other steps at a later stage to prohibit the practice completely.

The reference on bedding is the first specific reference on recommended retail prices made to the Price Commission.

EUROPE

Plans to continue TE subsidy

The government is putting plans to the EEC commission for the continuation of the temporary employment subsidy (TES), said Albert Booth, Secretary of State for Employment, in the Commons on Monday (30 January). He explained that this would be done in a way which he believed was consistent with the treaty.

Mr Booth pointed out that in the government's view it was essential to continue the support for industry, provided by TES.

'Should we have to modify our TES scheme we could do so only when we are in a position to provide a scheme which would cover this area with equivalent support for employment,' he continued. 'In this context we are considering a scheme to support short-time working. We shall shortly introduce a bill to the house which will provide us with powers to cover alternative employment schemes and the planned extension of the small firms employment subsidy.'

Agricultural ministers agree to devaluation of green pound

EEC agricultural ministers on Tuesday (31 January) agreed to a 5 per cent devaluation of the green pound on beef and pigs from 2 February.

There will be a further 2½ per cent devaluation on these two items when prices become effective from the annual price review, which is expected to be in mid-April.

There will be a 7½ per cent devaluation on all other commodities from the beginning of their marketing years: sugar will be in July; cereals in August. It is expected that the devaluation on milk will happen at the same time as the price review.

More anti-dumping duties on iron and steel . . .

More provisional anti-dumping duties on imports into the EEC of various iron and steel products have been imposed by the EEC commission, it was announced on Monday. The duties came into force at midnight on 27 January.

The rates of duty are variable and are designed to bridge the difference between the delivered price of each imported consignment and the commission's basic price (see *Trade and Industry*, 13 January, page 64).

The products subject to the new duties are: 73.13 B.II.b and c, sheets and plates, of iron or steel, other than electrical sheets and plates, not further worked than cold-rolled, of a thickness of less than 3 mm (ECSC), originating in Japan; 73.13 B.I.a, sheets and plates, of iron or steel, other than electrical sheets and plates, not further worked than hot-rolled, of a thickness of 2 mm or more (ECSC), originating in the German Democratic Republic and Berlin (East), Romania or Spain; and ex 73.11 A.I, angles, shapes and sections, of iron or steel, not further worked than hot-rolled or extruded (ECSC), U, I or H sections of a height of less than 80 mm and H sections (broad-flanged beams), U or I sections of a height of 80 mm or more, originating in Spain.

The duties have been imposed in accordance with ECSC recommendations published in the *Official Journal of the European Communities* on 28 January.

. . . and steel imports from Romania restricted

Imports from Romania of a wide range of iron and steel products require individual import licences as from midnight 31 January, the Department of Trade announced on 31 January. This follows full and detailed consultations with the European Economic Commission.

Licences will be issued on a case-by-case basis at a rate approximating 25 per cent of total deliveries of steel products from Romania in 1976 for goods in transit on or before 31 January 1978 and for other imports up to 31 March 1978. When considering applications for licences, account will be taken of the volume of deliveries of steel from Romania in the period 1 to 31 January 1978.

The Department of Trade emphasise that the introduction of these licensing arrangements is an interim measure which will remain in force only until more general arrangements concerning future steel imports from Romania into the community are finalised between Romania and the EEC commission.

OVERSEAS

International experts discuss energy-saving

Energy conservation in industry was discussed by international experts at a three-day meeting in Paris starting on Tuesday, 31 January, organised by the International Energy Agency. The aim was to analyse the findings of member governments concerning the effect of particular energy-saving measures in the industrial sector with a view to developing more specific policy recommendations. Areas for discussion were energy auditing, financial incentives, advisory and assistance schemes, energy savings campaigns and waste heat recovery.

UK representatives went to the meeting to place special emphasis on energy auditing and cover the various advisory schemes and studies operated by the Department of Energy and the Department of Industry.

Home news

Importance of industrial strategy's success – Healey

Most of the governments in the western world now face a prolonged and difficult period of adjustment to structural changes in the national and international economy which will require them to play a more active role in industry, said chancellor of the exchequer Denis Healey on 27 January.

Speaking at the Newspaper Press Fund lunch in Glasgow he explained that in Britain over the last few years the world recession had been adding its weight to the underlying structural pressures. So the first responsibility falling on government in this field had been to protect employment and to preserve jobs. That was why, he said, Britain had led the world in developing a range of special measures to deal with unemployment and had been so concerned to find jobs for school-leavers. He hoped that the government will be able to announce a new series of measures for preserving jobs in the near future.

'But we in Britain are now entering on a period in which growth can be renewed and sustained, in which for many reasons, including North Sea oil, the prospects for our people are a good deal brighter than elsewhere,' said Mr Healey. 'The strength of our financial position is illustrated by the decision I announced yesterday to repay $1 billion to the IMF.'

He pointed out that, by easing Britain's balance of payments problems, North Sea oil offered British industry the prospect of a longer period of sustained demand for its products than had been known since the war; but the benefit which this would bring the next generation, which would have to live without the benefits of North Sea oil, would depend entirely on the degree to which industrial performance was improved in the meantime.

That is why, he said, the government attached such importance to the success of the industrial strategy on which it embarked with both sides of industry just over two years ago. 'Our task is to reverse the relative decline in Britain's industrial performance which has been continuous for at least a generation – perhaps a century.'

Referring to this week's National Economic Development Council meeting, where the results of the last 12 months' work by groups of industrialists, trade unionists and officials in the key 40 sectors which covers nearly half Britain's manufacturing industry were discussed, Mr Healey said they had come to the conclusion that it was perfectly possible to increase the productivity of these sectors sufficiently to improve Britain's balance of payments by some £2½ billion by 1980. This was quite independent of the direct benefits of North Sea oil.

He pointed out that although in these sectors employment overall was not likely to increase dramatically from such improvements in productivity, the balance of payments benefit they generated should enable the government to run the economy at a level of demand sufficient to produce between half a million and 1 million additional jobs.

'Many of these jobs will be in the service sectors – both private and public – but we must do our utmost through this period to encourage the growth of new and more competitive industries through which we can begin once again to lead the world. That is why we must shift the focus of our attention increasingly in the coming years from job preservation to the creation of new jobs in new fields.'

He stressed that the task, as always, would be primarily the task of alert and energetic entrepreneurs. But the government must provide the economic environment and incentives to encourage them.

Cryer tours midlands advance factories

One of Britain's leading small manufacturers of medical prostheses (artificial spare parts), Medasil (Surgical) Limited, has occupied the first Department of Industry advance factory in Leeds. Bob Cryer, Parliamentary Under Secretary of State for Industry visited the new factory on 27 January and saw some of the manufacturing techniques used by the firm.

Medasil is expanding and moved from an inadequate inner city location, to a modern 225 m² purpose-built factory on the fringe of the inner city. Aiming to begin production at the end of February, the company specialises in microsurgical products, such as would be used in the middle and inner ear, circuits for circulating blood during open heart surgery, and prostheses for plastic surgery – replacing even the most unlikely parts of the body which have had to be removed.

Mr Cryer's visit was part of a tour of advance factories in the Midlands. It took in Wilson and Royston Limited, a manufacturer of dies and moulds at Brighouse, and Schwitzer Engineered Components which assembles and services turbochargers for diesel engines. This American-owned company intends to expand its turbocharger production, which will make the triangle formed by Skelmersdale, Huddersfield and Bradford the only area in western Europe where they are manufactured, with the exception of one firm in Federal Germany. The firm expects to provide several new jobs in the near future and hopes for substantial future expansion if the Bradford operation is a success.

Acrow chairman awarded honorary CBE

An honorary CBE awarded to William Alphonse de Vigier (right), chairman of the Acrow Group, in recognition of his outstanding contribution to the prosperity and exports of the British engineering industry, was presented by Eric Varley, Secretary of State for Industry, on 26 January. Mr de Vigier, who is a Swiss citizen resident in England, came to the UK in 1935. Under his personal management the Acrow Group has grown to its present turnover of £122 million in 1976/77 and now employs almost 7500 people in thirteen major factories in the UK. Acrow manufactures a wide variety of products ranging from cranes to automated warehouses and freight containers to petrochemical processing equipment. It has gained five Queen's Awards for export achievement in the past ten years and direct exports from the UK currently amount to over £67 million, representing some 61 per cent of total UK turnover.

USA company invests on Merseyside

Adiofoot Ltd has taken occupation of an advance factory terrace unit of about 250 m² built by the English Industrial Estates Corporation on the Department of Industry's Knowsley Industrial Estate, Merseyside.

Adiofoot is a newly formed subsidiary of VOR International of California. The company is using the premises for the manufacture of its new 'Vac O Rec' automatic music record cleaning system. The system uses a vacuum cleaning process which was introduced to the UK market two years ago, since when sales have increased rapidly. It is expected that 14 new jobs will eventually be created as production is built up.

You can get a grant of up to 22% on the cost of new industrial building, plant and machinery

These incentives could transform your ideas about your own company's investment plans:

* Capital grants of 20% or 22% for new buildings and, in many places, for new plant and machinery.
* Loans on favourable terms *or* interest-relief grants.
* Factories with rent-free periods, low rentals. Leases of 99-years can be purchased.
* Removal grants.

These are available in the Areas for Expansion.

If you are a manufacturer considering expansion, you could gain from these incentives. Companies already in the Areas for Expansion and others expanding or moving into them should take advantage *now* of the help available.

In Northern Ireland selective capital grants up to 50% are obtainable.

Telephone one of our Industrial Expansion Teams today for further information or send in the coupon for our free booklet.

London tel: 01-211 6486
24-hour answer-service for booklet enquiries only: 01-834 2026

Scotland.
Glasgow, tel: 041-248 2855

Wales.
Tel: Cardiff 62131 (STD code 0222)

Northern Region.
Tel: Newcastle upon Tyne 24722 (STD code 0632)

North West.
Manchester, tel: 061-236 2171

Yorkshire & Humberside.
Tel: Leeds 443171 (STD code 0532)

East Midlands.
Tel: Nottingham 56181 (STD code 0602)

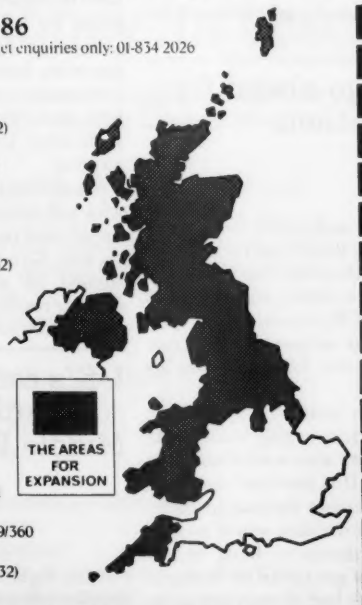
West Midlands.
Birmingham, tel: 021-632 4111

South West.
Tel: Plymouth 21891 (STD code 0752) or Bristol 291071 (STD code 0272)

London & South East.
London, tel: 01-603 2060 Ext 221

Eastern Region.
London, tel: 01-603 2070 Ext 359/360

Northern Ireland.
Tel: Belfast 34488 (STD code 0232) or London 01-493 0601



The Areas for Expansion

Send for details

To: The Industrial Expansion Team,
Department of Industry,
Millbank Tower, London SW1P 4QU
Please send me full details of the benefits available in the Areas for Expansion.

Name _____

Position in Company _____

Company _____

_____

Nature of Business _____

Address _____

_____

_____

_____ TI 3/2G

ISSUED BY THE DEPARTMENT OF INDUSTRY
in association with the Scottish Economic Planning Department and the Welsh Office.

Filter manufacturer to occupy Redruth factory . . .

Pall Industrial Hydraulics Ltd is to occupy an advance factory of about 1800 m² built by the English Industrial Estates Corporation on the Cardew Industrial Estate, Redruth, Cornwall. An immediate extension of this factory of 900 m² has been authorised by the department.

Pall Industrial Hydraulics is a subsidiary of Pall Europe Ltd and will use the Redruth premises for the manufacture of hydraulic filtration equipment. It is expected that a minimum of 50 persons will be employed within two years, increasing to between 125 and 150 within a period of three to five years, by which time a second extension will have been completed.

. . . and local company to occupy Bradford factory

KS Hydraulics Ltd is occupying advance factory premises of about 450 m² built by the English Industrial Estates Corporation for the Department of Industry at Canal Road, Bradford.

KS Hydraulics Ltd design and manufacture hydraulic systems for all types of industry and require the new premises to cope with an expanding demand for their products. The company expects to employ an additional 12 people as production is built up over the next year or two.

WDA supports new radiator business

With the backing of the Welsh Development Agency, Myson Group Ltd, manufacturers of heating, ventilating and air conditioning equipment, has acquired from the receiver the Cardiff factory and plant of the former Penrad radiator company. WDA is investing £600,000 in Myson Radiators (Wales) Ltd, a new company set up by the Myson group to operate the factory.

Industrial strategy brings jobs: Huckfield

The Industrial Strategy, involving the government's firm commitment to help improve manufacturing industry's performance, has meant more jobs, Les Huckfield, Parliamentary Under-Secretary of State for Industry, told a recent union seminar of Post Office workers and engineers.

Through its regional policy the government had fought to bring jobs to the assisted areas where unemployment was a critical problem, said Mr Huckfield. Regional selective financial assistance had been given to over 3000 projects. The value of assistance offered amounted to £303 million towards projects costing £3,000 million. It had created 203 000 jobs and safeguarded a further 98 000. Under the accelerated projects scheme, assistance of £85 million had been given towards projects involving investment of £650 million thereby creating 13 000 jobs. The selective investment scheme which had succeeded the accelerated projects scheme had already created 2500 jobs and safeguarded 4700.

Schemes of assistance to specific industrial sectors in order to improve their competitiveness had been allocated over £250 million so far. The number of jobs already created or safeguarded by these schemes had probably been about 4000. All in all, assistance to industry nationwide had generated investment of £1,150 million.

Mr Huckfield said that the National Enterprise Board's very extensive restructuring and investment activities were an increasingly important weapon against unemployment. He explained that the NEB was required to give special consideration to areas of high unemployment and had just set up regional boards in the north west and the northern region. By the end of December 1977 the board had acquired shares in 34 companies at a total cost of over £500 million.

By extending public ownership to the aircraft and shipbuilding industries action had been taken to safeguard the jobs of those who worked in these industries. Last year the publicly owned shipbuilding industry had won orders of 710 000 gross registered tonnage, compared with the 75 000 grt of orders which went to British yards in 1975. The government's £65 million shipbuilding intervention fund had played a crucial role in bringing these orders to the UK in the face of severe competition.

In addition to this assistance to industry the government's special measures to alleviate unemployment were currently benefiting over 330 000 people. It is estimated that in the life of these measures they would have helped almost 800 000 people at a cost of nearly £900 million, said Mr Huckfield.

Benn gives go-ahead for two AGR stations

The government has authorised the Central Electricity Generating Board and the South of Scotland Electricity Board to begin work at once with a view to ordering one advanced gas-cooled reactor (AGR) station each as soon as possible. This was announced by Tony Benn, Secretary of State for Energy on 25 January .

He told parliament that the government agreed with the electricity supply boards that two early nuclear orders were needed and that they must be AGRs. It is intended that they would be available to meet the load in 1987.

He added that this decision would enable the UK's nuclear industry to build on its extensive experience of gas-cooled technology. The generating boards had already begun to accumulate operating experience with the AGRs which had so far been commissioned. The completion of the remaining stations in the existing AGR programme and the successful construction of the next AGR orders would be the first priority in the government's thermal nuclear programme.

The government also considered, having regard to the importance of nuclear power and present knowledge of the different systems, that the UK's thermal reactor strategy should not at this stage be dependent upon an exclusive commitment to any one reactor system, and that in addition to the AGR it must develop the option of adopting the pressurised-water reactor (PWR) system in the early 1980s. This view was also supported by the electricity supply industry.

The industry's intention to order a PWR station, subject to the completion of a satisfactory design and safety clearances, was endorsed by the government. A decision on this order would be made at the appropriate time. Mr Benn said that it was the unanimous advice of all concerned that in the changed circumstances of today the steam generating heavy water reactor should not be adopted for the next power station orders. The government had accordingly decided that it would be right to discontinue work on the SGHWR.

BAA cut general aviation charges at its Stansted and Scottish airports

Light aircraft operators are being encouraged by British Airport Authority cuts of between 60 and 85 per cent in general aviation charges to use its Stansted, Aberdeen, Edinburgh, Glasgow and Prestwick airports.

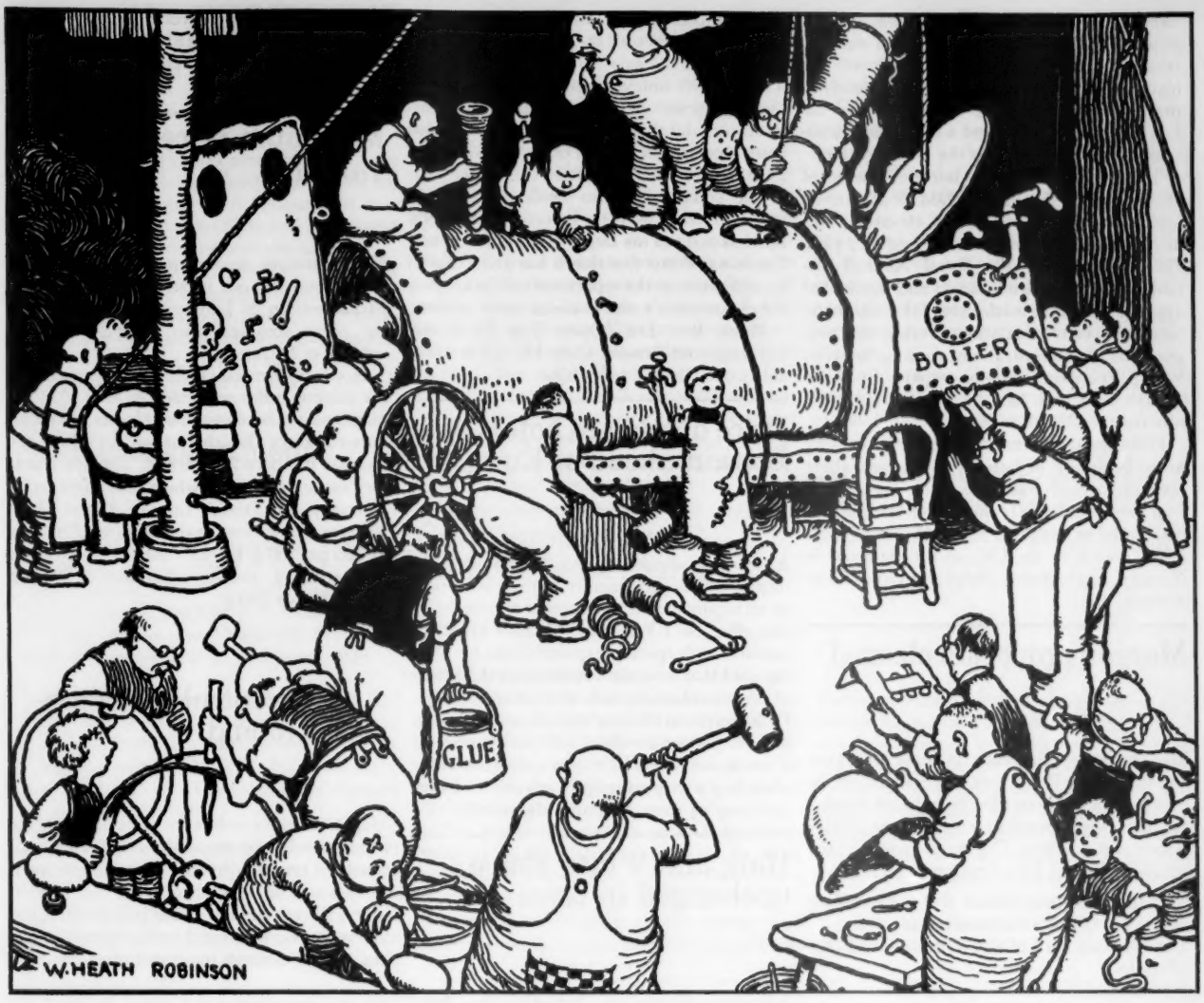
From 1 February, the parking of light aircraft at these airports was free for the first 24 hours and the charge for each day thereafter significantly reduced. Landing charges for different aircraft have been increased by up to 25 per cent at Stansted but remain the same or have increased slightly at the four Scottish airports.

Pointing out that the five airports were operating below capacity, John Mulkern, the authority's managing director, said, 'These new rates offer good value when compared with other United Kingdom and European airports'.

The parking charges at Heathrow and Gatwick will remain unchanged due to the pressure at these two airports for runway and parking slots. General aviation operators have been advised for some time that these will be severely restricted from 1980 at Heathrow and 1985 at Gatwick.

UK's contender for MLS standard evaluated in Middle East trials

Further flight trials of the United Kingdom's doppler microwave landing system (DMLS) are taking place at Mehrabad Airport, Tehran. Further Tests are planned at John F. Kennedy Airport, New York, and, finally, at Montreal just prior to a meeting of the Inter-



Short of money for research and development?

The Research and Development Requirements Boards aim to improve the technological competitiveness of British industry.

We can help you with some of your costs

If you have a project for the development, processing or application of materials or products in any of these listed areas of industry, the relevant Boards could make a contribution to the cost, repayable only if the venture becomes a commercial success.

Ferrous and Non-Ferrous Foundries
Plastics and Composite Materials
Steel Products and Applications (e.g. Tool Steels)
Tableware (ceramic)
Office Machinery
Food and Drink Processing Machinery
Packaging Machinery
Drop Forging Equipment
Hydraulic Machinery, Fluid Power, Construction and Earth-Moving Equipment
Computer Aided Design and Manufacture
Vehicles.

If you have projects in other areas of Engineering Materials, Mechanical Engineering and Machine Tools you could still be eligible for assistance.

It's in your company's interest to find out more about the scheme. 'Phone Dick Goodchild on 01-211 4793 who can provide more details. Or send in the coupon. All discussions are, of course, in complete confidence.

To: Mr R T Goodchild, Department of Industry, Abell House, John Islip Street, London SW1P 4LN.

Please supply me with more information about the Research and Development Requirements Boards' assistance to industry.

Name_____

Address_____

_____

Company_____

Position in the Company_____

Nature of the Business_____

TI J1

national Civil Aviation Organisation in April at which it is expected the choice of the new standard landing system, to succeed the instrument landing systems (ILS) currently in use, will be made. The contenders are the UK's doppler system and a microwave scanning system proposed by the United States.

The Tehran trial is the latest of a series of evaluations of the Plessey DMLS at various international airports. Both elevation and azimuth guidance will be measured by an HS 728 aircraft from the Royal Aircraft Establishment, Bedford. Curved and segmented approaches will be made using fully automatic 'autoland' instrumentation. During two programmes of demonstrations, running between 5 to 9 February, aviation experts from the Middle East and Asia have been invited to observe the DMLS trials.

Elevation trials were completed successfully at the beginning of January at Brussels where last year azimuth trials took place. Trials of the complete doppler MLS have been successfully conducted at Bedford, Stansted, Manchester and Gatwick in the UK, at Kristiansand in Norway, and at Berne (Belp) Airport in Switzerland.

Merger proposals cleared

Roy Hattersley, Secretary of State for Prices and Consumer Protection, has decided on the information at present before him, not to refer the following proposed mergers to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973:

National Enterprise Board and a controlling interest in Allied Investments Ltd.
The Seagram Co Ltd and The Glenlivet Distillers Ltd.

MMC given more time to report on wholesale supply of petrol reference

Roy Hattersley, Secretary of State for Prices and Consumer Protection, has given a direction which allows the Monopolies and Mergers Commission an extended period to 31 July 1978 for the purpose of reporting on certain aspects of the wholesale supply of petrol in the United Kingdom. The completion date specified in the reference was 2 February 1978.

Consideration of Metal Box report concluded

Secretary of State for Prices and Consumer Protection Roy Hattersley has now concluded his consideration of the Price Commission's report following its investigation into increases into the price of open top (food and beverage) and aerosol cans notified by Metal Box Ltd. The report was published on 9 January.

The report recommended against the use of the secretary of state's powers to restrict the increases proposed. The commission had, however, received an assurance that the company would not seek to increase the price of aerosol cans for sale in the UK before September 1978 unless there were increases in tinplate price or other substantial cost increases, and that it would not use increased costs incurred on aerosol cans to justify price increases on other products.

The commission also made some observations arising from its investigation. Metal Box has assured the Department of Prices and Consumer Protection that it has given careful consideration to the report and will be keeping the commission's observations under review.

Metal Box Ltd – Open Top Food and Beverage and Aerosol Cans HC135 is available from HMSO, price 85p.

Price display in hotels puts Britain ahead of Europe

A new law which requires British hotels to display prices prominently in their reception, as an improvement to customer service, came into effect on 1 February. Michael Meacher, minister with special responsibilities for tourism said that it would complement the industry's own voluntary code of booking practice. He believed that Britain's hotels would then be providing a service which will put them ahead of European hotels by letting customers know what they were paying for in advance and thus encouraging them to return afterwards.

Haig and White Horse unchanged in price

Following discussions between the Price Commission and the Distillers Company Ltd it has been agreed that there should be no increase in the price of White Horse or of Haig whisky, both of which are major volume brands in Britain. Only three popular brands will go up in price, Vat 69 and Black and White by about 50p a bottle and Dewar's by 25p. Two *de luxe* brands, Johnnie Walker Black Label and The Antiquary will also rise by 25p a bottle.

Distillers notification was for increases in the UK of £5.94 per case, about 50p a bottle, in the prices of the four popular brands of whisky and increases of £3 a case, 25p a bottle, for the two de luxe brands.

The notification was unusual as it was made under the section of the Price Commission Act 1977, which relates to the need to avoid detriment to the balance of payments. The commission accepted that this consideration was important but was concerned that the position of the home consumer should be protected as much as possible.

There will be no increase in the prices of the fifty other brands sold by Distillers in this country. In addition Distillers have agreed that there should be no further increases in the prices of any of their whiskies before July at the earliest.

The commission consider that this arrangement provides the best balance between safeguarding the balance of payments and protecting the interests of consumers in Britain, who will still be able to choose from a wide range of brands which will be unchanged in price.

Maximum price for butter raised . . .

New statutory maximum retail prices for butter were set out in an order[1] laid before parliament on 26 January. For the first time the order contains price limits for metric weights of butter.

In view of increases in first-hand prices since the existing order was made in May 1977 the maxima have been raised by 1½p per ½ lb for all butters except Danish Lurpak, for which the increase has been 2½p per ½ lb. The new statutory maximum prices, which take effect on 16 February, are: Danish Lurpak: 33p per ½ lb, 36½p per 250 g; New Zealand butter: 30p per ½ lb, 33p per 250 g; blended butter: 31p per ½ lb, 34p per 250 g; and any other butter: 32p per ½ lb, 35½p per 250 g.

. . . but control of cheese prices to end

Maximum price orders for subsidised cheese which provide for maximum retail prices and control over distributors' margins on such cheeses will be revoked by order[2] on 16 February. Cheese subsidy ended in July 1977, but the orders were retained until residual stocks had passed through the distributive chain.

[1] 'The Butter Prices Order 1978 SI 1978 No. 97'. HMSO, price 15p. [2] 'The Cheese Prices Order (Amendment) Order 1978 SI 1978 No. 98. HMSO, price 10p.

IMF repayment announced

The government intends shortly to repay the equivalent of 1 billion dollars to the IMF, the Chancellor of the Exchequer told Commons on 26 January. The precise date will be settled in discussion with the IMF.

The repayment will further the government's policy of spreading the hump of debt repayment obligations which fall due in the years 1979-84. It will be a substantial first step towards repayment of the UK's total debts to the IMF, which are equivalent to $4.89 billion. The repayment will be applied mainly to the first credit tranche ($850 million).

The UK faces a hump of debt repayment obligations in the years 1979-84 of about $20 billion. It is the policy of the government to spread the burden of this hump of debt both by early repayment and by new borrowing. Repayment ahead of schedule has no bearing on the IMF standby arrangements. These remain in place, on the basis of the letters of 15 December 1976 and 14 December 1977 from the Chancellor of the Exchequer to the managing director of the IMF.

Recycling company to collect used textiles

A pilot scheme to collect used textiles is to be tried out in Kettering, Northamptonshire for one week, beginning on 6 February. If it is successful, similar collections will be planned in various towns throughout the country.

Save and Recycle (Textiles) Ltd, a company set up with the encouragement of the National Anti-Waste Programme, intends to collect used textiles in association with local organisations such as charities. An agreed price will be paid to the organisation making the collection.

Official appointments

East Midlands Gas Consumers' Council: Roy Hattersley, Secretary of State for Prices and Consumer Protection, has appointed Mr M. A. J. Gibson and Cllr T. P. Concannon as members of the East Midlands Gas Consumers' Council until 30 November 1980.

Southern Gas Consumers' Council: Roy Hattersley, Secretary of State for Prices and Consumer Protection, has appointed Mr P. G. Thompson and Cllr M. R. E. Pocock as members of the Southern Gas Consumers' Council until 31 August 1980.

South Wales Electricity Consultative Council: Roy Hattersley, Secretary of State for Prices and Consumer Protection, has appointed Malcolm Gullam, Graham Jones and Mrs Mary Webb as members of the South Wales Electricity Consultative Council until 30 September 1980.

Transport Users' Consultative Committee for the West Midlands: Roy Hattersley, Secretary of State for Prices and Consumer Protection, has appointed Mr L. V. Pike as chairman of the Transport Users' Consultative Committee for the West Midlands for a further period ending 28 February 1981.

Transport Users' Consultative Committee for Wales: Roy Hattersley, Secretary of State for Prices and Consumer Protection, has appointed Mr C. L. Ricketts as chairman of the Transport Users' Consultative Committee for Wales for a further period ending 28 February 1979.

OFT initiates research into advertising standards

Broad details of how the first stage of research into current standards of press and magazine advertising is to be carried out were announced on 24 January by Gordon Borrie, Director General of Fair Trading. He said that a working party had agreed an outline for the stage one research, for which three research organisations are being invited to tender.

The research will cover all display advertisements (excluding classifed and recruitment advertisements) in a sample of national, regional and local newspapers and in general interest and specialist interest magazines. It will not cover advertisements in trade, technical or scholarly journals, nor will it include television commercials, posters, point-of-sale or direct mail advertising.

Evaluation of whether advertisements comply with the code of advertising practice will be made by a panel of assessors now being recruited. They will be people in the advertising industry who use the code and people with experience of consumer affairs and with some knowledge of advertising, but they will not be recruited as representatives of their parent organisations. Where necessary advertisers will be asked to substantiate their claims by the Office of Fair Trading.

Last November, Mr Borrie indicated that his office would undertake a general review of the effectiveness of the self-regulatory system of advertising control supervised by the Advertising Standards Authority.

Curbs proposed on medicine advertising

Advertisements that could lead to the use of a medicine for do-it-yourself treatment of diseases and conditions which are unsuitable for self-diagnosis and self-treatment will be banned under regulations published on 27 January by the Department of Health and Social Security.

The regulations, which seek to introduce safeguards against inappropriate claims being made in advertisements for over-the-counter medicines, will also introduce a general prohibition on advertising to the public any medicine that is available only on prescription from a doctor or dentist. Advertisers will have until 1 August to amend or withdraw offending advertisements; leaflets and labels must be amended by 30 September 1979.

The regulations allow labels and leaflets of products that conform to the herbal, homoeopathic, anthroposophic and biochemic systems of medicine to contain references to diseases and clinical conditions that would otherwise be prohibited. This relaxation is limited to labels and leaflets supplied with the medicine; they must state not only upon what philosophy of medicine the clinical recommendation is based, but also advise the intending purchaser to consult a medical practitioner.

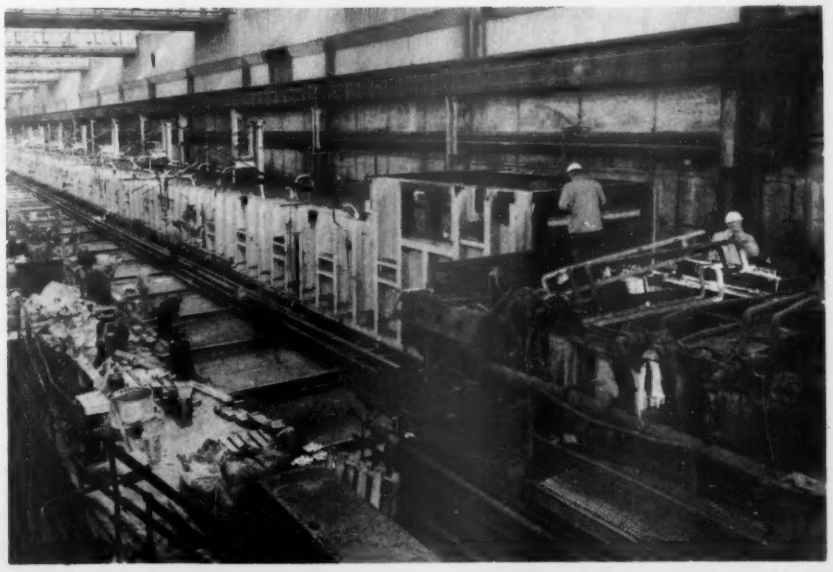
The Medicines (Labelling and Advertising to the Public) Regulations (SI 1978 41), are available from HMSO, price 35p.

All mariners on British ships covered by draft social security regulations

Provision is made for all mariners employed on British ships to be included in the category of employed earner notwithstanding that the person paying the mariner's earnings, or the owner or managing owner of the ship, has no place of business in Great Britain in draft regulations amending certain provisions of the Social Security (Contributions) Regulations 1975. The National Insurance Advisory Committee will consider representations on the draft regulations received by them not later than 21 February 1978.

Loewy Robertson move 800-tonne pickle tank

After successfully moving in a massive new 800-tonne pickle tank, Loewy Robertson, a division of Davy-Loewy, has put the number two hot strip pickling line at BSC, Port Talbot Works, back into action. The tank, 100 m long × 2 m high × 3.5 m wide, was designed and engineered by Loewy Robertson in conjunction with Wean United, USA. This is the first time that such a large brickwork structure has been successfully moved in one piece.



Under existing regulations which continue in force, liability for payment of a contribution in respect of the employment arises only where the mariner is domiciled or resident in Great Britain. The amended regulations will enable the United Kingdom to ratify convention 147 of the International Labour Organisation. This convention requires that member states should provide compulsory cover for sickness benefit for mariners who are domiciled or resident in their territory and who are employed on ships registered in their territory.

Copies of 'Preliminary draft of the Social Security (Contributions) Amendment (No. 2) Regulations 1978' may be obtained by sending a stamped and addressed foolscap envelope to the Secretary, National Insurance Advisory Committee, Alexander Fleming House, Elephant and Castle, London, SE1 6BY. Representations should be made in writing to the secretary of the National Insurance Advisory Committee.

Shipbuilders and Aerospace subsidiaries listed

In reply to a recent question in parliament Leslie Huckfield, Parliamentary Under-Secretary of State, Department of Industry, gave the following list of British Shipbuilders and British Aerospace subsidiaries.

British Shipbuilders

Wholly-owned subsidiaries

Appledore Shipbuilders Ltd
Appledore Constructions Ltd
Appledore Shipbuilders Training Centre Ltd
Appledore Shiprepairers Ltd
Seemark Switches Ltd
R. Harris and Son (Builders) Ltd
R. Harris and Son (Concrete) Ltd
R. Harris and Son (Brunton Builders) Ltd
R. Harris and Son (Plant Hire) Ltd
Hobbs and Smith Ltd
Mirmakin Ltd
William Squires Merchants Ltd
Warethorn Properties Ltd
Yawbrook Ltd
Lintsgress Ltd
Austin and Pickersgill Ltd
Bartram and Son Ltd
Barclay Curle and Co Ltd
Brooke Marine Ltd
Cammell Laird Shipbuilders Ltd
Cammell Laird (Training) Ltd
Cammell Laird Shipbuilding Services Ltd
Bluescroll Ltd
Mastlake Ltd
Moonchase Ltd
Oakspine Ltd
George Clark and NEM Ltd
The Goole Shipbuilding and Repairing Co Ltd
Clelands Shipbuilding Co Ltd
Govan Shipbuilders Ltd
Scotstoun Marine Ltd
Strathclyde Training Co
Simons-Lobnitz Ltd
Hall Russell and Co Ltd
Alexander Hall and Co Ltd
Hall Russell Training Centre Ltd
Hawthorn Leslie (Engineers) Ltd
Doxford-Hawthorn Research Services Ltd
John G. Kincaid and Co Ltd
River Thames Shiprepairs Ltd, *The London Graving Dock Co Ltd and R. and H. Green and Silley Weir Ltd with their subsidiaries are to be merged under River Thames Shiprepairs.*
The London Graving Dock Co Ltd
LGD Shiprepairs Ltd
Thames Services (Marine) Ltd
Burweld Ltd
Devroome Developments Ltd
Southampton Services (Marine) Ltd
Universal Welding and Construction Co Ltd
Denton Slipways Ltd
Estuary Shiprepair and Engineering Services Ltd
Ayr Engineering and Constructional Co Ltd
Grisdale and Barton Ltd
London Graving Dock (Industrial) Ltd
High Pressure Spraying and Painting Co Ltd
KDK Welding and Construction Ltd
The London Welding Co Ltd
London and Tilbury Dry Docks Co Ltd
R. and H. Green and Silley Weir Ltd
British Arc Welding Co Ltd
J. Kirkcaldy and Son Ltd
London Scaling Co Ltd
Morgan Asbestos and Insulation Co Ltd
Henry Edie and Co Ltd
Robb Caledon Shipbuilders Ltd
Robb Caledon Shipbuilders (Training) Ltd
Henry Robb (LPG) Ltd
Menzies and Co Ltd
The Caledon Shipbuilding and Engineering Co Ltd
Taysteel (Structural Engineers) Ltd
Scott Lithgow Ltd
Scott's Shipbuilding Co Ltd
Lithgows Ltd
Scott and Sons (Bowling) Ltd
Ferguson Brothers (Port Glasgow) Ltd
Caledonia Fabrications Ltd
Caledonia Joinery Co Ltd
Newark Ferguson Ltd
The Cowal Engineering Co Ltd
Greenock Engineering Co Ltd
Scott Lithgow (Offshore) Ltd
Scott's Engineering Co Ltd
The Scott Lithgow Training Centre Ltd
Scott Lithgow Drydocks Ltd
Silley Cox and Co Ltd
Falmouth Towage Co Ltd
Conoley and Co Ltd
Smith's Dock Co Ltd
Grangemouth Dockyard Co Ltd
Gray (Tees) Ltd
Sunderland Shipbuilders and Engineering Ltd
Doxford Engines Ltd
Sunderland Electrical and Equipment Co Ltd
The Sunderland Forge and Engineering Co Ltd
British Marine Equipment Service Ltd
Wolsingham Steel Co Ltd
Wear Winch and Foundry Co Ltd
Sunderland Magnetic Ltd
J. L. Thompson and Sons Ltd
John Crown and Sons Ltd
Sir James Laing and Sons
T. W. Greenwell and Co Ltd
K and L Marine Equipment Ltd
Swan Hunter Shipbuilders Ltd
Mid-Tyne Ferries Ltd
Titan Crane Ltd
Tyne Shipbuilders (Naval Yard) Ltd
Hawthorn Leslie (Shipbuilding Successors) Ltd
Adamfine Ltd
Elmchoice Ltd
Freedstow Ltd
Gamefine Ltd
Larkgrade Ltd
Leecoin Ltd
Parkcroft Ltd
Poolsprings Ltd
Stegvale Ltd
Terenko Ltd
Texroy Ltd
Swan Hunter Training and Safety Co Ltd
Vickers Shipbuilding Group Ltd
Clark and Stanfield Ltd
Vosper Shiprepairers Ltd
Vosper Thornycroft (UK) Ltd
Keith Nelson and Co Ltd
Vosper Thornycroft (Training) Ltd
Basingstoke Buildings Ltd
Wallsend Dry Dock Ltd
The Wallsend Slipway and Engineering Co Ltd
W. H. (Terminal) Ltd
Yarrow (Shipbuilders) Ltd
Yarrow (Training) Ltd

Partly-owned subsidiaries

North East Coast Shiprepairers Ltd, *100 per cent of ordinary share capital owned by corporation but none of preference shares. Wholly-owned subsidiaries of NECS:*

The Falmouth Docks and Engineering Co, *100 per cent of ordinary share capital owned by corporation but none of preference shares.*
Brigham and Cowan Ltd
Brigham and Cowan (Hull) Ltd
Greenwell Dry docks Ltd
The Mercantile Dry Dock Co Ltd
The Middle Docks and Engineering Co Ltd
The Middle Docks Pension Trust Ltd
North East Coast Contractors Ltd

Burntisland Engineers and Fabricators Ltd, *52 per cent of ordinary share capital owned by corporation.*

British Aerospace

Wholly-owned subsidiaries

British Aircraft Corporation Ltd
Hawker Siddeley Aviation Ltd
Hawker Siddeley Dynamics Ltd
Scottish Aviation Ltd
BAC (Holdings) Ltd
BAC (AT) Ltd
BAC (Insurance Brokers) Ltd
BAC (Insurance) Ltd
BAC (Pension Fund Trustees) Ltd
HSA/HSD Pension Funds Trustees Ltd
British Aerospace Australia Ltd
British Aerospace Inc
British Scandanavian Aviation AB
HS Systems Ltd
BAC (Commercial Aircraft) Ltd
BAC (Preston) Ltd
BAC (Guided Weapons) Ltd
HSA Leasing Ltd
BAC ('E'Nominees) Ltd
BAC ('H' Nominees) Ltd
BAC ('V' Nominees) Ltd
British and Colonial Aeroplane Co (1936) Ltd
Business Jet Aviation Co, *a wholly-owned subsidiary of British Aerospace Inc*

The companies which became subsidiaries of British Aerospace by virtue of schedule 1 of the Aircraft and Shipbuilding Industries Act 1977 (the first four in the above list) have ceased to be operating units as a result of the new organisation introduced by the Corporation on 1 January 1978. The remaining subsidiaries have either been formed since vesting or were subsidiaries of the vesting companies.

Patents endorsed 'licences of right'

Under section 35 of the Patents Act 1949 the following patents were endorsed 'licences of right' on the dates specified.

20 January 1978

1138319 Schottel-Werft Josef Becker K.G.
Transmitter for hydraulic actuation, especially of clutches
1367598 Laboratoires Jacques Logeas
Derivatives of D1 – pyrroline, their method of preparation and their applications
1371650 Laboratoire l'Lafon
New analgesic derivatives of the series of sulphur-containing arylamines
1406778 Bone Cravens Ltd
Improvements relating to injection moulding machines
1414221 Coal Industry (Patents) Ltd
Logic control circuit
1444832 Albert Spaay
Improvements in or relating to the manufacture of fibre-reinforced resin materials
1465058 Anthony Frederick Inderwick
A method of producing an article consisting wholly or partially of concrete

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on patents form 45 within two months after the date of endorsement.

I. J. G. Davis, Comptroller

Government sales

15 February 1978 – Miscellaneous

Location
Auctioneer's premises

Auctioneers
Woolland Son and Manico (Dept L), Kinterbury House, St Andrews Cross, Plymouth, Devon (0752 69292)

Stores lying at depots in the West Country including textiles and clothing, furniture, machine and hand tools, vehicles and MT spares, engineering and electrical equipment, paint and other miscellaneous items.

Catalogues which give details of the lots, conditions of sale, viewing times, etc, are available from the auctioneers from two weeks before and up to the day of the sale, price 40p, postage 15p (postal orders only).

WEMBLEY AUCTION SALES 1978

7 February 1978

View Days:	Day preceding and morning of sale
Location:	Department of the Environment Property Service Agency Supplies Stores India Pavilion Exhibition Grounds Wembley, Middx. Tel. 01-903 2508
Description of Goods:	Office and Miscellaneous furniture etc.
Auctioneers:	Messrs. Hollingsworths Westcombe House 56/58 Whitcomb Street Leicester Square London WC2H 7DR Tel. 01-839 1875

Potential buyers are advised to refer to the official catalogue available direct from the auctioneers price 10p

Machinery & Trade Stocks
Industrial Property

SALES & VALUATIONS

BRITISH ISLES & ABROAD

G. F. SINGLETON & CO.

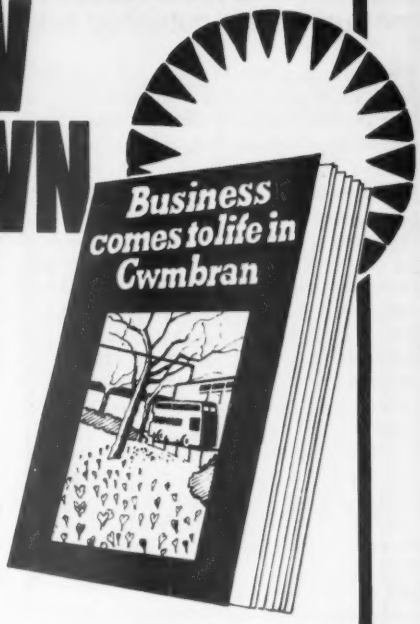
Manchester: 061-832 8271
Blackburn: 0254 52424

Irish Associates:

Belfast: 0232 34411
Dublin: 0001 765781

Brighten your day with a success story

CWMBRAN NEW TOWN



Cwmbran Development Corporation has solved most of the problems encountered by industry during and after relocation. Already more than 170 companies have settled here.

The Corporation's current building programme will provide a wide choice of industrial premises in 1978 – from small 'nursery units' to factories and warehouses up to 20,000 square feet. Leasehold serviced sites are available immediately. Government grants are available and substantial rent concessions may apply. Housing will be provided for all; and the key men who come with new industry can be housed immediately.

Modern docks are close at hand, and fast new motorways and trunk roads link Cwmbran's modern factories with every part of Britain – Birmingham in 90 minutes by M50/M5, London in little more than two hours by M4, or 90 minutes by the new High Speed Trains.
Get the facts about Cwmbran, where 45,000 people enjoy every facility for work and leisure. Please use the coupon, or write or telephone today.

To R. P. Menday, M.B.E., M.C., General Manager, Cwmbran Development Corporation, Gwent House, Town Centre, Cwmbran, Gwent NP4 3XJ, Wales. Telephone Cwmbran 67777.

Name_____

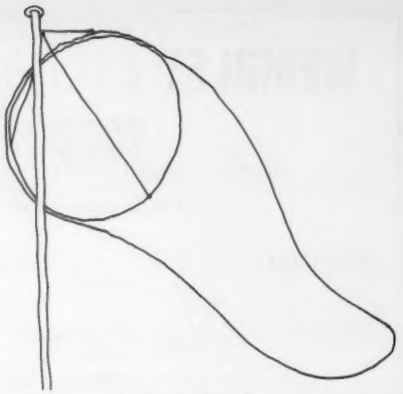
Position_____

Company_____

Address_____

T16

Airports: strategy and future



Published on Wednesday this week, the government's master plan[1] for the development of the nation's airports sets out the framework for meeting the forecast demand for air travel to and from the UK up to the 1990s. A summary of the white paper and its conclusions are published below.

Strategy for a national airports policy outlined in the white paper is based on the recognition that the air transport industry through the provision of speedy and convenient travel makes a valuable contribution to the economy; the principle that air transport facilities should not in general be subsidised by the taxpayer or ratepayer; the need to take careful account of the environmental impact of airport developments; the more effective use of existing airport and other infrastructure resources; the adoption of a flexible approach in planning and development which can be related to the growth in demand; and the importance of consulting those concerned with airports in the development of policy.

The white paper notes that it was the rapid introduction of larger and quieter aircraft, the exceptional rise in the cost of fuel, and the economic recession which called into question the need to meet the demand for air travel in the London area by building a large new airport on the Maplin sands.

Although the Roskill Commission produced one of the most thorough examinations ever undertaken of the options for a major project of public investment, its conclusions were shown within a few years to be based on assumptions of rates of growth of air traffic which were unlikely to be achieved, while the pace of technological development and its effects had been more rapid than expected. The government, having re-assessed and abandoned the Maplin airport project, decided to undertake a comprehensive review of airports policy, in consultation with all those concerned.

Basic assumptions

In developing its policy, the government has been influenced by six main considerations: confirmation of the abandonment of the Maplin airport project; the role of the air transport industry in the national economy; the environmental and land use implications of airport development; consumer demand; the more effective use of existing airport, road and other infrastructure resources; and flexibility in planning and development which can be related more closely to the growth in demand. The government has also considered the employment and the industrial development promoted by airports.

A framework

Air traffic demand has been concentrated in the south-east, and predicts that this trend will continue. The four London airports between them cope with two-thirds of all terminal passengers using airports in Great Britain, and, while demand for air travel to and from areas outside the south-east may grow relatively faster in the future, a significant increase in capacity will be needed at London's airports.

Outside the south-east, there are too many airports and not enough traffic and the overall plan outlined in the white paper can only operate efficiently and economically if the role of regional airports in it is clearly identified.

Airport types

As a first step in fomulating a framework for airport development, the government has established four categories:

Category **A** Gateway international airports: providing a wide range of scheduled international and intercontinental services;

Category **B** Regional airports: Catering mainly for domestic, international short-haul and charter services;

Category **C** Local airports: from which local, feeder and some charter services would operate, and

Category **D** General aviation aerodromes: primarily for business and leisure flying.

Implementation

It is stressed that the government does not intend to use the policy to dictate to airlines and airport authorities how they should operate. But the government will seek to ensure that the decisions and policies of airports and local authorities are consistent with the national airports strategy. For its part, the government will take account of the policy when issuing permits to overseas operators and will expect the Civil Aviation Authority to do the same when considering applications by British carriers.

Regional diversion

Since 80 per cent of passengers terminating at London airports have origins and destinations in the south-east, any suggestion that airlines and passengers should be forced to use regional airports against their will is rejected. Substantial charges on all passengers using London airports would be required to produce any significant diversion. The government is convinced however that airports outside the south-east can play a greater role.

It is noted that passengers with origins and destinations outside the south-east would forsake the London airports if the right services at the right times were available locally. But these services would be viable commercially only if operated from a limited range of airports. Eliminating wasteful competition between airports is therefore considered vital.

The government also believes there is greater scope for increased use of regional airports by charter and leisure traffic. Tour operators need to become aware of the advantages in providing services from regional and even local airports.

Finance and ownership

The white paper records the government's view that air transport in general should not be subsidised either by the taxpayer or the ratepayer. It is noted that losses at local authority airports in England and Wales are currently running at £5 million to £6 million a year, and points out that the government will now expect policies to be adopted to reduce these losses. Overall, it considers that new public funding of airport development or acquisition could be justified only in 'wholly exceptional circumstances'.

The possibility of the British Airports Authority acquiring further airports is examined. It is noted that a coherent airports policy does not depend on major changes in airport ownership. But the government would approve an agreement for the British Airports Authority to take over a local authority airport if the proposal were consistent with the overall airports strategy. The government would expect the maintenance of an effective local voice in the operation of the airport concerned.

Guidelines

The white paper sets out the six guidelines on which the airports strategy framework will be based:

- the rationalisation and concentration of the principal air services at a limited number of airports outside the south-east;
- acknowledgement of the need for flexibility in policy rather than the adoption of a rigid plan for all airports;
- the development of policies on air service licences and permits, on the expansion of airports, and on planning and related matters consistent with airports policy;
- recognition that the diversion of traffic to regional airports is unlikely to have any significant effect on the demand for airport capacity in the south-east;
- acceptance of the need to identify the limits of an airport's development; and
- acknowledgement of the need to develop further the process of consultation on airports strategy.

Basic to the application of these guidelines will be the principle that air transport facilities should not in general be subsidised by the taxpayer or ratepayer.

Traffic forecasts

The white paper examines the government's forecasts of passenger demand at Britain's airports between now and 1990. It expresses the reservation that unforeseen developments in civil aviation and more widely could dras-

[1] 'Airports Policy' (Cmnd. 7084), available from HMSO, price 85p

tically affect predictions, particularly for the 1990s and beyond.

Total passenger demand in Great Britain by 1990 could range between 86 and 117 million passengers a year, at least double the 1976 figures. The London airports would inevitably continue to meet most of the demand: 66 to 89 million passengers a year. At the other airports, the ratio of domestic to international travellers would continue to be much higher than in the south-east.

Also published on 1 February is a paper on the methodology and assumptions which lie behind the Department of Trade's international air traffic forecasts. Copies of this paper 'UK Air Traffic Forecasting: Research and Revised Forecasts' are available from Economics Statistics Division (4d), Department of Trade, 73-75 The Strand, London WC2R 0DH.

Noise

The government's acceptance of the importance of the environmental implications of airport development is stressed. Therefore, it is pointed out, a key role for the strategy will be to provide a framework for a co-ordinated approach by the many interests who can influence the way environmental problems are tackled.

Despite the expected increase in traffic, an assurance is given that there will be a big decline in noise disturbance as operators replace their existing fleets with quieter aircraft, some of which are already in service. Even now, 20 per cent of aircraft movements at Heathrow, where the noise problem is at its worst, are made by noise-certificated aircraft.

There are further noise reductions just around the corner as new standards being set internationally become effective. The government has already indicated that it wishes to ban the use of non-noise-certificated subsonic jet aircraft which UK operators acquire after next September, and by 1986 it hopes to have banished such aircraft from the British register altogether.

Planning

It is the government's intention to discuss, with those concerned, modifications to the general development order to bring major airport developments within normal planning controls. In the meantime, there is to be a public inquiry into the proposed fourth terminal at Heathrow.

Airports, as integral components of regional strategies and of local authorities' plans, can no longer be regarded as developments to be accommodated only after other planning considerations have been met. Nor can they be imposed on communities regardless of the implications for the locality. With this in mind, the government proposes to improve the arrangements for consultation on airports policy with local planning authorities and the aviation interests.

London area

By the end of this year the four London airports, which in 1976 handled 31 million passengers, will together be able to accommodate 50 million passengers annually. This should be sufficient capacity until the early 1980s, provided there is some redistribution of traffic between them together with a clearer definition of the role each has to play.

Crucial to this, the government believes, is the current policy of transferring traffic from Heathrow to Gatwick, and it urges the airlines

First with the facts

Every week, Trade and Industry brings you up-to-date facts and figures. Its direct access to Government information makes Trade and Industry unique, presenting material which is not only authoritative but often unavailable from any other source.

Trade and Industry can help to keep you and your business a step ahead.

Often quoted directly and at length by other business publications, it contains a wealth of data relating to trade, industry, exports, prices, technology and statistics.

Always objective, always reliable, Trade and Industry brings information from official sources worldwide.

To get your regular copy, complete the subscription form overleaf and post to: Trade and Industry, FREEPOST, London SW1H 0YZ.

40p weekly can help you make the right decisions

Join the fact finders

Over 50,000 people now read Trade and Industry each week. Over 50,000 people in trade and industry, exporting and technology. People wanting facts and figures, prices and statistics. Ensure a regular copy on your desk every Friday. Just complete the form below and post to Trade and Industry.

Subscription form

Annual subscription includes postage to any part of the world.

To: Trade and Industry, FREEPOST, London SW1H 0YZ.

I would like to take out an annual subscription to Trade and Industry

Please invoice me/my company ☐

or

I enclose £30.60 for one year's subscription ☐

or

Charge one year's subscription to my HMSO account number..... ☐

Please tick appropriate square

Signed.....

Copies should be sent to

name

address

to co-operate. These two airports are seen as the major international gateways for scheduled services, with Stansted as a base for long-range charters and Luton as a centre for short and medium-range charters serving the south-east.

Heathrow could, if fully exploited, cater for more than 50 million passengers a year. But the government considers that its development should not go beyond the BAA's currently proposed four terminals, which might accommodate some 38 million passengers, and rejects the idea of building a fifth terminal.

By the end of this year, Gatwick will be able to handle 16 million passengers annually. Construction of a second terminal could raise this to 25 million, despite the single runway.

Stansted's terminal facilities, which are currently under-utilised, could cope with a million passengers a year and, with comparatively modest extension, the capacity could be increased to four million. Development beyond this would involve major expansion at Stansted and is only one of a range of options which would be examined over the long term.

Modification of the existing terminal facilities at Luton could increase the airport's present annual passenger capacity to five million. But the government believes that this should be the upper limit since it does not consider the airport suitable for further development beyond this.

If air traffic continues to grow, additional capacity will be required in the longer term. The possibilities are either: a major expansion at Stansted; the development of an existing military airfield as a civil airport; or the construction of a new airport.

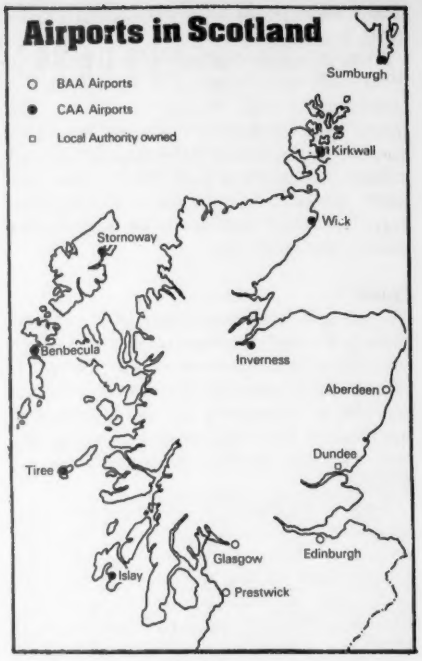
The cost of providing capacity for 18 million passengers a year at Maplin would have been £680 million (updated to 1976 prices) and its essential new road and rail links would have added another £410 million. To provide the same amount of capacity at Gatwick, Stansted and Luton would cost £150 million. The white paper stresses that the government will seek advice on the longer-term provision of airports capacity.

Outside the south-east

Outside the south-east of England and in Scotland and Wales, the problem is not the need for additional terminal capacity but the need to achieve a more effective use of the existing facilities. The government considers that there is no scope for more than two gateway category A airports, Manchester and Glasgow/Prestwick, outside the south-east in the period to 1990.

Manchester is currently the major English airport outside the south-east. The government expects it to continue as such, and predicts that by 1990 its annual passenger throughput could be more than doubled to six million. Liverpool is seen as a local airport handling about a million passengers a year by 1990. Neither Birmingham nor East Midlands is regarded by the government as potentially major international airports. Both are seen as regional airports, Birmingham handling two to three million passengers a year by 1990 and East Midlands doubling its present annual throughput to 1½ million. Leeds/Bradford might usefully become a regional airport, but to do so it would need a longer runway.

The government sees no need for a gateway airport in the north-east. It believes the region would best be served by a concentration of services at Newcastle as the regional airport, although Teesside would continue to fulfil an important role.



Cardiff is seen as the major airport for South Wales and the south-west, with Bristol possibly serving in a local role. The government thinks that Southampton should have preference over Bournemouth in the licensing of services to the Channel Islands. Bournemouth would therefore cater mainly for general aviation.

Scotland

There is no shortage of runway or terminal capacity at Scottish airports. In fact, there is probably more excess capacity than anywhere else in Great Britain. Noting that the government proposes that responsibility for airports policy should be devolved to the Scottish Assembly, the white paper points out that the assembly will wish to consider the future roles of the three lowland airports of Prestwick, Glasgow and Edinburgh.

The discovery and exploitation of North Sea oil has inevitably transformed airports like Aberdeen and Sumburgh. The government has reviewed the future ownership of the highlands and islands aerodromes and has decided that this should be left for consideration by the Scottish Assembly.

General aviation

The white paper records the government's recognition of the importance of general aviation, and particularly of business aviation. While there are sufficient facilities nationwide for private and recreational flying, it says that the provision of facilities for business aviation in the London area requires particular attention.

In the government's opinion Biggin Hill, 15 miles from the capital and owned by the London Borough of Bromley, would be most suitable as a business aviation airport for London. The next step is for the government to begin discussions with interested parties on how this can be achieved, possibly under British Airports Authority ownership.

New publications

Industrial design protection explained

'To this day, designs are the least well understood of the possessions collectively known as industrial property rights. Patents, registered trade marks and copyright are rights with the meaning and advantages of which many people are at least vaguely familiar – but the availability of design protection comes as a complete surprise.' To help remedy the situation, which he thus describes, George Myrants, has produced a book on the subject.

He writes for the layman (Mr Myrants means businessmen and production managers) 'in plain terms in relation to the problems which they encounter in their everyday work', and not specifically for the specialist. The result is a very readable work, which sets out clearly all the essential points on the subject.

Even the most experienced lawyer can have difficulty appreciating abstract principles of law and it was no easy task for Mr Myrants to put these points across to the non-lawyer. He manages to overcome the problem by including a large number of drawings to illustrate specific aspects of the law and practice. Additional examples would not have been unwelcome.

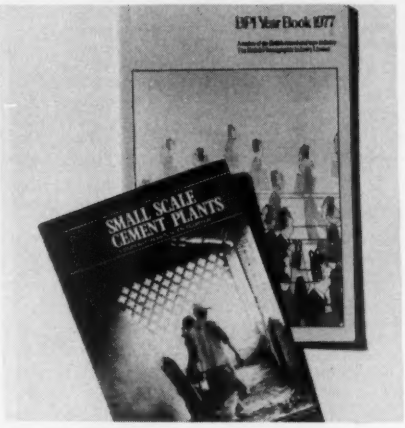
There is but one omission – and one which the author explains was deliberate – and that is the listing of decided cases as footnotes. This seems a pity. Although a multitude of references might well have bewildered the general reader, one or two references would not have been out of place, at least in the case of the main judgements.

The Protection of Industrial Designs: a practical guide for businessmen and industrialists, by G. Myrants. McGraw-Hill Book Co (UK) Ltd. 1977. (xx, 211 pages. £8.50. ISBN 0 07 084495 X).

Mini cement plants in China

Recently an increasing amount of international attention has been paid to small-scale cement plants and their use in underdeveloped areas. Although most of the world's cement is produced using the larger rotary kilns, in China more than half the total production is carried out at small plants, most of them located in rural areas.

Jon Sigurdson has written a short paper on the economic background, policy and infrastructure necessary for these mini-plants. He looks specifically at the industry in China and compares the position with that in India. He also examines the wide issues involved



and asks whether the technology may not be appropriate to other developing countries.

Concentrating on the economic and social rather than the technical aspects of the industry, the author provides some particularly interesting data on China's cement industry, which is not otherwise readily available, as well as two short bibliographies on Chinese and Indian cement plants.

Small Scale Cement Plants: a study in economics, by Jon Sigurdson. Intermediate Technology Publications Ltd, 9 King Street, London WC2E 8HN. 1977. (28 pages. Paperback £1.60 (£1.84 UK and surface post paid). ISBN 0 90 3031 469).

From punk to panpipes

Industry association for British producers and/or sellers of phonograms and videograms (including, but not exclusively, gramophone records and pre-recorded tapes) is the British Phonographic Industry Ltd (BPI). BPI first produced a yearbook in 1976, an edition published on its behalf by Parkway Publications Ltd, when it was only distributed within the industry. Distribution for the latest yearbook has now been taken over by *The Gramophone* magazine.

Very attractively produced and illustrated, its wide range of articles promises something for everyone. Of particular interest to readers of *Trade and Industry* may be those features devoted to copyright and piracy; the fascinating saga of how the protocol to the Florence agreement came to be adopted by the United Nations Educational, Scientific and Cultural Organisation general conference in November 1976; and a variety of market-research oriented features.

In particular, the section providing 'a statistical analysis of aspects of the music industry' – including such things as statistics of the 'European record industry consumption of PVC and PVA' – is valuable and fills a gap in the generally available literature.

The provision of series of figures for a run of years is a useful feature. In the case of 'production', figures cover 1955 to 1976, and in the case of imports and exports, 1972 to 1976. The latter are of interest as they are based on BPI surveys and company returns, and not on the official overseas trade statistics.

As a directory, the volume is also valuable with extended notes on the music industry associations, lists of record labels, and a comprehensive list of members of the Music Publishers Association, showing parent companies and their subsidiaries. In short this is a useful addition to the business library, as well as the entertainment industry, and excellent value at the price.

BPI Year Book 1977: a review of the British record and tape industry; edited by Nigel Hunter. The British Phonographic Industry Ltd. Available from *The Gramophone*, 177-179 Kenton Road, Harrow, Middlesex HA3 0HA. (224 pages; paperback £3.50 (post paid). ISBN 0 906154 00 6).

Chemical data from diverse sources

Chemical Data Services' series 'Chemfacts' only started in 1976, with a volume on Germany (reviewed in *Trade and Industry*, 17 September 1976, page 749). But further volumes in the series have since appeared – on the United Kingdom and Scandinavia – and now Belgium and the Netherlands complete the list to date.

The strength of the 'Chemfacts' concept, was demonstrated particularly well in that first volume on Germany. It contained a variety of data, collected largely from published sources, but was presented in English in easily used tables. As before, the information in the latest volumes is presented in two sections prefaced by articles surveying the various chemical industries in the countries covered.

Section one comprises chemical product profiles including both organic and inorganic chemicals, polymers and fertilisers, arranged alphabetically by product. Under each product heading are tables for national production, imports and exports, and a map showing plant locations, linking this information to further manufacturing details of each product. Also provided is an overall view of the present and planned manufacturing potential of the chemicals under survey and their growth and fluctuations in production and trade. A particularly useful additional feature in section two is the company information on the chemical producers, which includes an index to companies, cross-referencing their products. The data in this section varies in length and detail according to the stature and complexity of the company concerned and the availability of information.

Although not comprehensive, the series consolidates information from diversified sources and presents it in a clear and lucid manner, making the volumes useful reference tools for anyone interested in the field.

Chemfacts: Belgium. Chemical Data Services, IPC Industrial Press Ltd, Dorset House, Stamford Street, London SE1 9LU. 1st edition 1977. (vi, 135 pages; paperback £40.00).
Chemfacts: Netherlands. Chemical Data Services, IPC Industrial Press Ltd. 1st edition 1978. (viii, 125 pages; paperback £40.00).

New products

Regenerator cuts small premises energy costs

Up to 5 per cent savings on energy costs in small premises are claimed to be possible with a range of small heat regerators made by Curwen and Newbury Ltd, of Westbury, Wilts. Fitted into the ductwork of existing or new mechanical ventilation systems, the units pick up and regenerate waste heat from cookers, lighting, television sets, and even people in blocks of flats or offices, small restaurants or bars.

The equipment enables domestic users to take advantage of a form of energy saving used extensively by industry, and incorporates many features of the makers' range of industrial regenerators including low air resistance and a washable, fireproof, non-toxic, asbestos-free fibre material to 'scrub' incoming waste heat.

Further information: circle 335

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

50 tonne weighbridge designed for difficult conditions

Transportable weighbridge for three or four-axle road vehicles weighing up to 50 tonnes which needs no pit foundations has been designed for quick installation in difficult site conditions, by Toledo Scale of Groby, Leicester.

Six hermetically sealed electronic load cells inside a hollow box-section steel frame support the weighbridge, which can be installed on sites sloping at 1½° angles without impairing accuracy. The equipment is unaffected by moisture or high humidity. Its digital read-out can be positioned up to 305 m from the weigh platform.

Resolution is 1 part in 10 000 and the unit incorporates auto zero, auto span and special vibration filtering circuit facilities to maintain high accuracy and reliability. With a surface area of 16 m by 3 m the complete weighbridge can be transported on a low loader and lifted into position by crane. As its installed height is 535 mm, only simple ramps are needed to provide access for vehicles. Standard units operate from a 115/230 V ac supply.

Further information: circle 337

GRP sleeve saves costs in printing

Strachan Henshaw of Bristol have produced a glass-reinforced plastics (grp) printing sleeve system for flexographic presses which offers

Conductivity controller saves water

Introduced by Automated Water Conditioning (Chester) Ltd, the AWC 250 conductivity controller can be used anywhere to control bleed-off in cooling systems or monitor the purity of rinse water in processing plant and boiler systems. Used with monitoring and control appliances, savings in water consumption are possible in desalination plants, electroplating, steam condensate systems, and effluent treatment plants. It is offered either as a tank-insertion probe or an in-line device.

A 6.5 m cable is supplied as standard with both version, but cables up to 23 m long can be employed without special screening. All controls are mounted on an internal acrylic plate, protected by a hinged cover plate. Set-point scale is calibrated in a choice of three ranges and there are indicator lamps for power, and for high and low conductivity. A test switch is standard and a range switch may optionally be fitted. The on/off switch is mounted on the side of the housing.

The equipment is automatically temperature compensated and may be fitted with optional alarm and control equipment. It features a plug-in contact relay and all electronics are on a printed circuit board to facilitate servicing. Conductivity cells are constructed from a chemically resistant and temperature conditioned epoxide and incorporate carbon electrodes and a high-precision thyristor.

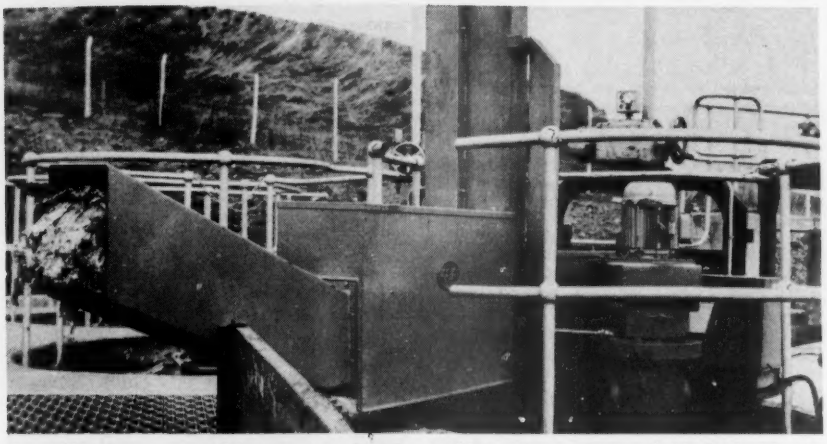
Further information: circle 336

Weightwatcher saves pounds by spreading load

Mangood's electronic weigh platform with solid state weight indicator and ticket tape printout facilities, a self contained and moveable weighbridge system. The platform, Quantomatic 7000, has been installed in the finished goods department of Evans Medical Ltd at Speke, Liverpool. All goods leaving the company are weighed before loading to ensure even distribution of load, and to eliminate the possibility of contravening ever-tightening government vehicle load regulations. Weighing capacities in the Mangood range are from 7000 lb to 20 000 lb (3500 to 9000 kg) with various platform sizes available.

Further information: circle 338

Machine screens and de-watering sewage



A machine to screen and de-water non-bio-degradable waste to a form suitable for burning is offered by Jones and Attwood Ltd, in two basic versions to handle 1000 litres per second or 450 litres per second of effluent. Several machines can be installed together and ancillary plant can be supplied to a customer's specifications so that sewage from virtually any size of urban or rural community can be processed. The effluent is passed through a rotating slotted drum and the screenings are scraped off and compressed so that their final moisture content is reduced to 50 to 55 per cent.

Further information: circle 339

benefits in handling, storage and inventory costs over conventional cylinder or mounting plates.

The company claim up to 80 per cent savings in costs over a complete cylinder and the system's increased flexibility permits printers to stock more designs for the same working capital or to reduce their outlay on the same number of designs. The system combines a lightweight grp sleeve with a tapered bore; it is loaded by air-pressure on to a precision-profiled mandrel to become the design element.

Two basic sleeve types are available: type A is suitable for direct mounting of moulded rubber stereos, discrete photopolymer plates and continuous photopolymer covering for producing continuous designs: type B provides a cushion mount for the plates or, with full rubber covering, can be used for all-over tint or solid colour printing.

Further information: circle 340

Transformers counteract mains fluctuations

A standard range of constant-voltage transformers with outputs from 25 VA to 500 VA at 240 V or 220 V has been introduced by Gresham Lion Ltd who was pioneered these ferroresonant devices.

Key features of the series, offered in cased and uncased versions, are hold-up if half-cycle drop-out occurs; full protection against short circuits; fast response time; high mean time between failures as there are no moving parts; and a certain degree of transient suppression. Apart from the standard range, the firm produces units to customer specifications.

All models, specifically designed to provide economical and reliable means of voltage stabilisation where mains variations or sudden dips are liable to occur, are supplied either free-standing or chassis-mounted.

They accept inputs of 190-260 V to provide a 240 V $\pm$ 1 per cent output. A 1 per cent change in nominal input frequency at 50 Hz causes a change of approximately 1½ per cent in output voltage. Load regulation is about 2 per cent and typical efficiency is claimed to be 80 per cent at full load.

Further information: circle 341

Range of trolley lifts introduced

Oakland Elevators Ltd has introduced a range of service lifts to transport laden trolleys and similar equipment at a speed of 180 mm/sec. Known as Trollivators, the lifts are offered in three capacities up to 250 kg.

Each model is supplied with its own prefabricated self-supporting steel structure carrying all guides, doors and other equipment. Being of unit construction, the system is easy to transport to site and to install. Structure cladding is either of 1.6 mm zinc-coated steel, which may be painted, or of plastic-coated 1.6 mm sheet steel in a choice of colours. For outside installation, the structure is weatherproofed. It may be insulated to provide up to two hours' fire protection.

Power is provided by a squirrel-cage motor with a magnetic disc brake, directly coupled to a worm reduction gear with double output shafts and fitted with machined chain wheels. The assembly is mounted on a fabricated bedplate and includes all necessary diverters.

Further information: circle 342

Cable fault locator uses digital display

A new, general purpose, pulse echo cable fault locator which it is claimed will locate and identify practically any fault on any type of cable with speed and accuracy has been introduced by Biccotest Ltd, of Cheshunt, Herts.

Designated the T233, the new model employs a crystal controlled digital timing technique which allows simplicity of operation, unambiguous readouts, and an overall accuracy better than 1 per cent of the range setting. Fault distances are displayed in metres, on a large unambiguous five digit LED display which simplifies operation by eliminating the need for zero or scale setting, and calibration checks.

This portable machine is suitable for fault location from 1 m to 24 km, and its robust construction, weight of 9 kg and ability to operate on either mains or rechargeable nickel cadmium battery, make it suitable for both field and laboratory use.

Further information: circle 343

Offshore survival craft emergency radio

Manufactured by Callbuoy Electronics Ltd, of Slough, for installation in totally enclosed survival capsules, this communication system is claimed to be the first 2182 kHz distress radio system to be specifically designed for the oil industry. Code-named OSCER, it consists of a fully self-contained and self-powered transmitter/receiver. The external whip antenna used in the system is made from stainless steel, and is normally held close to the capsule body. Once the survival craft is launched, a specially designed release mechanism operated from within the craft allows the antenna to spring up to its operational position. Both antenna and release mechanism are capable of meeting the same environmental tests as the craft itself.

Further information: circle 344

Technology news

SPS invest in research for industry

With the aim of helping industry make use of advanced liquid/liquid extraction technology, a £63,000 research contract has been placed with the University of Bradford by the Separation Processes Service (SPS) at Harwell. Professor Carl Hanson, of the Department of Chemical Engineering at Bradford, will lead the work, which will take about three years.

Liquid/liquid extraction is a process for separating materials dissolved in solution and the key equipment for this process is the contactor. In this, the mixture to be separated is contacted with the extracting solvent. The research is aimed at comparing the performance of different types of column contactors and developing reliable design methods for SPS members. Data from the research is likely to be of value to all industries employing liquid/liquid extraction as a separation process, for example the petroleum, nuclear and mineral extraction industries.

The contract had been placed with the Bradford researchers because theirs was one of the leading schools of solvent extraction research in the world. SPS and Bradford have been collaborating since 1974, and Professor Hanson, Dr M. G. Slater and Dr P. J. Bailes have been responsible for writing several SPS design reports.

SPS also works with several other universities in research, the preparation of design reports and technology transfer programmes in a number of separation processes. The service is run by Harwell, a research laboratory of the UK Atomic Energy Authority, and the Warren Spring Laboratory of the Department of Industry. Funding comes from SPS member firms and from the chemicals and minerals requirements board of the Department of Industry.

As well as research into liquid/liquid extraction, SPS is active in four other main fields: solids drying, slurry filtration, crystallisation and gas cleaning. Details of the design, information, consultancy and research services available, as well as explaining how firms can join SPS, is available from: Dr Philip Hawtin, Project Manager, SPS, Building 351.28, Harwell, Oxfordshire OX11 0RA, tel. Abingdon 24141 ext. 4642.

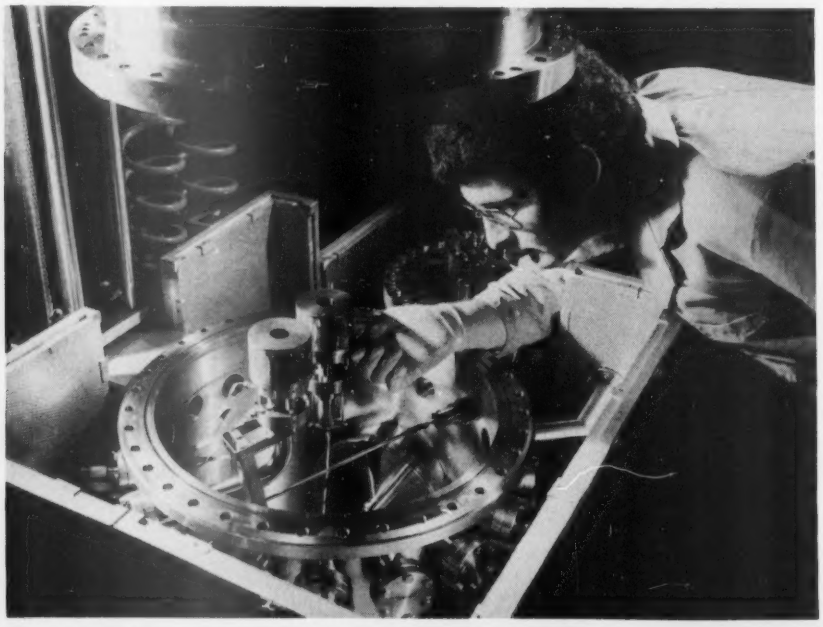
Mirrors, lenses and lasers produced on pinhead

Minute optical integrated circuits that can produce the effect of mirrors, lenses and even more bulky lasers are being fabricated about pinhead size at University College, London, in the course of research into optical fibres.

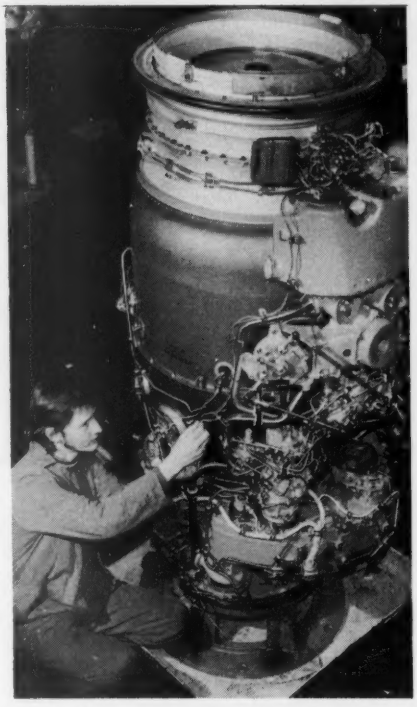
Optical fibres are now being used as long-distance telecommunication links in which a signal takes the form of many very short light pulses travelling along a filament of glass. There are two problems with this type of communication. The signal fades over several kilometres of fibre due to light absorption in the glass and signals may be required to be split between several points, for example local area telephone exchanges. This can involve converting the light into an electronic signal, amplifying or switching it, then converting it back into light to be transmitted through further fibre sections of the link. The alternative is to use optical devices that can directly switch, amplify and make other modifications to the light.

This optical manipulation of light can be achieved with mirrors, lenses and lasers but these are comparatively delicate, expensive and too bulky for the usual telephone cable manhole. The university researchers are miniaturising optical circuits that can replace them. These components are fabricated by depositing a thin film of transparent material, such as glass, on to a supporting base. These are then linked together with strips of a transparent material which guide the light. This assembly in effect forms an integrated circuit which controls the light pulses in a similar manner to that of a silicon integrated circuit processing an electronic signal.

A University College researcher using a vacuum plant to produce thin light guiding layers for evaluation.



First run of latest Adour engine



The first Adour-56 engine is seen here at the final assembly stage before it made its first test run at Rolls-Royce Turbomeca Ltd in Derby. Take-off thrust of this engine is 5700 lb, nearly 10 per cent greater than for Adour engines which power the Hawk jet trainers of the Royal Air Force. This higher-thrust Adour will be available for service in 1980.

Parliament

Monday, 23 January

Criteria for government assistance

Robert Adley (Christchurch and Lymington) asked the Secretary of State for Industry what criteria he identified as necessary to qualify industries for government assistance by: (a) grant, (b) loan, (c) investment and (d) protection from overseas competition; and which category of assistance, and qualifying criteria, he identifed as applying to British Leyland.

Mr Kaufman said that assistance to industry was provided according to statutory purposes and published criteria, in particular under the Industry Acts of 1972 and 1975. It applied to British Leyland, like any other company. Following the Ryder report British Leyland had received assistance in the form of equity capital and long-term loans.

Funds for private industry

George Rodgers (Chorley) asked what was the total sum that had been made available to the private sector of industry from public funds in the form of grants and concessionary-rate loans since February 1974.

Mr Cryer said that it was estimated that since February 1974 payments of about £1,062 million for grants and £126 million for concessionary-rate loans had been made under the Industry Act 1972 to the private sector of industry. The total figure of £1,188 million was at out-turn prices and was net of repayments. In addition £557 million in the form of regional employment premiums had been paid over this period.

Industrial improvement areas

Fred Silvester (Manchester, Withington) asked to what extent the powers proposed for industrial improvement areas where they were established within the assisted areas would add to those already existing for industrial and regional aid.

Mr Cryer said that within industrial improvement areas local authorities would be able to make grants and loans for improvements to amenities as well as grants for the conversion and improvement of industrial buildings. Regional development grants were normally restricted to the adaptation of buildings forming part of qualifying premises while selective financial assistance was available only for the purposes of sections 7 and 8 of the Industry Act 1972. Some projects might qualify both under the Industry Act 1972 and the Inner Urban Areas Bill.

Merseyside advance factories

Eric Heffer (Liverpool, Walton) asked the Secretary of State for Industry how many advance factories had been built on Merseyside over the past three years; how many nursery unit factories had been built; and what future plans he had for developing such units and factories.

Mr Cryer replied that 30 advance factories had been completed on Merseyside in the three years to 31 December 1977. Of these nine comprised 38 terrace or nursery units. A further 19 factories were under construction seven of which would provide 22 nursery units. The minister of state had already announced that another 16 factories would be built, six of which would comprise 20 nursery units.

BSC investment programme

T. H. H. Skeet (Bedford) asked if the small investment projects up to £2 million was to be proceeded with by the British Steel Corporation in its investment programme.

Mr Huckfield replied that the British Steel Corporation expected to spend a total of £120 million in their current financial year on investment projects individually costing under £2 million.

Port Talbot development

Bruce Grocott (Walsall) asked the Secretary of State for Industry, in view of the uncertainty surrounding the British Steel Corporation's investment programme, when a go-ahead would finally be given, if at all, to Port Talbot.

Mr Huckfield said that the corporation's investment programme, including the proposed Port Talbot development, was one of the issues covered by the present discussions between the government, BSC and the TUC steel committee.

Support for British aerospace projects

Phillip Whitehead (Derby North) asked what current projects by the British aerospace industry were in receipt of support from public funds; and which of those involved projects for British Airways.

Mr Kaufman said that civil aerospace projects currently being funded by his department were Concorde and its Olympus 593 engine and the RB211 and M45H engine programmes. British Airways operated the Concorde with Olympus engines and Boeing 747's and Lockheed L1011's with RB211 engines.

Launching aid for new aircraft

Norman Tebbit (Waltham Forest, Chingford) asked the Secretary of State for Industry if he had yet received any requests from the British Aerospace Corporation for assistance in launching a new civil airliner.

Mr Kaufman replied that apart from the special limited provisions of section 45, the concept of launching aid for new aircraft had been ended with the Aircraft and Shipbuilding Industries Act 1977.

Rolls-Royce plan

Michael Grylls (North West Surrey) asked the Secretary of State for Industry whether he would publish those sections of the Rolls-Royce plan which he had received from the National Enterprise Board covering the period 1978 to 1982 which were not commercially confidential.

Mr Huckfield said that examination of the plan had shown that there were no sections which could be considered as containing information not commercially confidential and therefore suitable for publication.

Future of British Leyland

John Biffen (Oswestry) asked the Secretary of State for Industry what were the most recent discussions he had held with the National Enterprise Board concerning the future of British Leyland.

Mr Huckfield replied that the secretary of state had met the chairmen of the NEB and British Leyland last week for a general discussion about British Leyland and did not expect to receive the NEB's recommendations until March.

Industrial investment in 1977

Dennis Canavan (West Stirlingshire) asked what was the latest estimate of the amount of industrial investment in 1977 in: (a) the public sector and (b) the private sector; and how these figures compared with the corresponding period in 1976.

Mr Williams said total investment by manufacturing industry in 1977, including an estimate for the fourth quarter, was put at £1,775 million at 1970 prices, which was 7 per cent greater than in 1976, and at £4,900 million at current prices, which was 24 per cent higher than in 1976. Of the total of £3,957 million investment at current prices by manufacturing industry in 1976, £3,381 million was in the private sector, as given on page 130 of *National Income and Expenditure 1966-1976* (the national income blue book). No split of the 1977 total between public and private sector investment was as yet available. However, excluding the iron and steel, shipbuilding and marine engineering and aerospace equipment industries where the public sector was dominant, investment at 1970 prices by the rest of manufacturing industry in the first three quarters of 1977 had risen by 15 per cent over the same period of 1976, compared with a rise of 6 per cent for manufacturing as a whole.

Increase in volume of production

David Price (Eastleigh) asked the Secretary of State for Industry what was his current estimate of the rate of expansion of production by British manufacturing industry throughout 1978.

Mr Williams said that an increase in the volume of manufacturing production of some 3½ per cent was expected between the second half of 1977 and the second half of 1978.

Ministers

Department of Industry

Secretary of State: Eric Varley
Ministers of State: Alan Williams
Gerald Kaufman
Parliamentary Under-Secretaries of State: Robert Cryer
Leslie Huckfield

Department of Trade

Secretary of State: Edmund Dell
Parliamentary Under-Secretaries of State: Michael Meacher
Stanley Clinton Davis

Department of Prices and Consumer Protection

Secretary of State: Roy Hattersley
Minister of State: John Fraser
Parliamentary Under-Secretary of State: Robert Maclennan

Major steel producers results

Norman Tebbit (Waltham Forest, Chingford) asked the Secretary of State for Industry if, pursuant to the Prime Minister's statement concerning losses by steel making industries, he would publish the figures which he had been given.

Mr Huckfield gave the following information:

COMPARISON OF MAJOR STEEL PRODUCERS PUBLISHED RESULTS 1976–77 AND HALF YEAR 1977

1976-77 published results			1977 published half-year results[1]		
Profit/ (loss) £m	Crude steel production Mt	Profit/ (loss) per tonne £ pt	Profit/ (loss) £m	Crude steel production Mt	Profit/ (loss) per tonne £ pt
British Steel Corporation					
(95)	19.7	(4.8)	(204)	8.9	(22.9)
Usinor (France)					
(146)	8.9	(16.4)	(107)	4.3	(24.9)
Italsider (Italy)					
(88)	10.9	(8.1)	(211)	5.1	(41.4)
Sacilor (France)					
(131)	4.3	(30.5)	(85)	3.2	(26.6)
Cockerill (Belgium)					
(31)	5.1	(6.1)	(60)	2.5	(24.0)
Arbed (Luxembourg)					
(22)	4.0	(5.5)	(34)	1.9	(17.9)
Bethlehem Steel (USA)					
[3]	[3]	[3]	(264)[2]	11.4	(23.2)

[1] BSC results are for the first six months of the financial year. Bethlehem Steel are for the first nine months of the calendar year. All others are first six calendar months. [2] This includes £435 million write-off of closure costs and other exceptional items. [3] Not available.

Chemical plants for USSR

Peter Blaker (Blackpool South) asked what assessment had been made of the effect on the United Kingdom chemicals industry of the agreement made for the supply of chemical manufacturing plants to the USSR under the government's £950 million line of credit.

Mr Cryer said that some of the output from these plants would almost certainly be sold on western markets, whoever built the chemical plants in the USSR. The credit available under the agreement helped win significant business for UK exporters of plant and equipment.

Promotion of Finnish goods

John Ovenden (Gravesend) asked the Secretary of State for Industry what assurances had been sought by the British paper industry about the effect on that industry of the United Kingdom commitment to promote exports of Finnish goods and, in particular, upon the duty-free quota levels for imports from Finland.

Mr Cryer replied that the British paper industry had not sought any such assurances, but the British Paper and Board Industry Federation had asked for, and received, clarification of British Aerospace's undertaking to promote the export of Finnish goods.

Advice from professional production engineers

Ian Wrigglesworth (Teesside, Thornaby) asked the Secretary of State for Industry what advice his department received from professional production engineers on its industrial policies.

Mr Cryer replied that there were five professionally qualified production engineers at principal level and above working in headquarters divisions of his department. These were backed up by a further six at ranks below principal level. There were also a number of professionally-qualified production engineers working in the department's various research establishments. Apart from departmental staff, he was advised by a number of senior professional production engineers, having between them wide industrial experience, who were members of the steering group of the department's manufacturing advisory service or its Mechanical Engineering and Machine Tools Requirements Board. If circumstances required it, his department was also able to employ specialist consultants to undertake particular investigations and advise him on subsequent action.

Departmental banking business

Ian Wrigglesworth (Teesside, Thornaby) asked the Secretaries of State for Industry, Trade, Prices and Consumer Protection and Energy when their departments' banking business was last put out to competitive tender.

Mr Huckfield replied that the four departments shared common accounts services. The Paymaster General acted as banker, made payments, received money and held balances. Commercial banking services were used for cash requirements and for the transfer of receipts and balances to the Paymaster General's account at the Bank of England. Banking arrangements were reviewed periodically to ensure that the best possible terms were secured and, where appropriate, competitive quotations were invited.

ECGD refinancing

John Wakeham (Maldon) asked what was the total amount of refinancing provided by the Export Credits Guarantee Department for fixed rate sterling credits by the clearing banks for periods of two years or more at 1 April 1977; and what was the estimate for 1 April 1978.

Mr Meacher said that at 1 April 1977 the total amount of refinancing provided to the clearing banks by the Export Credits Guarantee Department for fixed rate sterling export credits for periods of two years or more was £2,134 million. He estimated that the comparable figure at 1 April 1978 would be £2,003 million.

Civil engineering export contracts

Michael Neubert (Havering, Romford) asked the Secretary of State for Trade what representations he had received from civil engineering consultants and construction companies about difficulties in securing adequate bonding facilities for work overseas; and whether he had plans to remedy the problems arising from financial guarantees being linked to speculative tenders rather than secured contracts and to assets rather than trading record.

Mr Meacher replied that the Export Credits Guarantee Department was in regular contact with both civil engineering consultants and construction companies in connection with the provision of tender and performance bonds for export contracts. In deciding the level of support to be given for tender bonds, due account was taken of a contractor's trading record and of the fact that since only a proportion of his tenders would be successful his total bonding commitment was not restricted solely by reference to his asset-base.

Implementing EEC directive on cosmetics

Kenneth Clarke (Rushcliffe) asked the Secretary of State for Prices and Consumer Protection when proposed EEC regulations covering cosmetic products were expected to be brought into effect in the United Kingdom; what transitional arrangements would be allowed to enable manufacturers, importers and retailers to comply with the regulations.

Mr Fraser said that member states were required to implement the EEC directive (76/768/EEC) relating to cosmetic products by 30 January this year but had discretion to permit the marketing of non-complying products within their territory for a period of up to 18 months from that date. A draft of the implementing regulations had been shown to interested bodies and his department was considering the comments received. The regulations would now be made as soon as possible. In deciding on operative dates within the 18 months period from 30 January, account would be taken of the views expressed by manufacturers, importers, retailers and others.

Industry Act powers not used

In reply to a question from Dafydd Wigley (Caernarvon) on 23 January, Mr Cryer gave the following list of powers possessed by the Secretary of State for Industry under the Industry Act 1975 but not yet used:

POWERS OF THE SECRETARY OF STATE UNDER THE INDUSTRY ACT 1975, NOT USED AS AT 16 JANUARY 1978

Section 3(16): power to pay the NEB's administrative expenses under this section.
Section 8(2): power to raise the NEB's financial limit under section 8(1).
Section 9(7): power by direction to relieve the NEB or any of its subsidiaries from the duty under subsections 9(5) and (6) to dispose of interests in the share capital of a company which carries on a business of publishing newspapers, magazines or other periodicals for sale to the public in the UK.
Section 13: power to make prohibition and vesting orders and section 16(1), (3) and (4) powers incidental and consequent on the making of a vesting order.
Section 19(3): power to make certain provisions in compensation orders. **(4):** power to determine the form of compensation.
Section 21: power to pay regional development grant and assistance under Pt II of the Industry Act 1972 at certain rates to planning agreement companies.
Section 28(1): power to serve a preliminary notice putting into motion the system of disclosure of information by companies provided for in Pt IV of the act. **(4):** power by order to declare that that system applies to a given company.
Section 30(1): power by notice to require a given company to provide to the secretary of state information concerning it.
Section 31(1): power provisionally to require a company to give information concerning it to an authorised representative of a relevant trade union.
Section 32(3): power to refer to an advisory committee any proposal that information concerning it given by a company to the secretary of state should not be given to a relevant trade union. **(8) and (13):** power, where there has been a reference to an advisory committee, to make a final decision as to the provision of information to a relevant trade union, either in accordance with or contrary to that committees's advice. **(10):** power to order that a provisional notice under section 31(1) is to be treated as containing the secretary of state's final decision as to the giving of information specified in it to a relevant trade union, where there has been no reference to an advisory committee.
Section 37(2): power by direction to vary the NEB's accounting year.

Schedule 1
Para 6: power to declare a member's office vacant.
Para 9: power with the like approval to direct the NEB to pay a prescribed sum by way of compensation for loss of office to designated members.

Schedule 3
Para 4(6): power to appoint the lay members of the tribunal which arbitrates disputes relating to vesting and compensation orders.
Para 12: power to determine the remuneration of members and officers of the tribunal, and of any person to whom the tribunal refer any question for expert advice.

Schedule 6
Para 1: power, with the consent of the Ministry of Agriculture, Fisheries and Food, to draw up and revise panels of persons who may constitute an advisory committee for the purpose of the information disclosure provisions of Part IV of the act.
Para 7: power to determine the fees of members of advisory committees, and of any experts called in aid by such a committee.
Para 9: power to make regulations as to the procedure for reference to an advisory committee.

Common Fund

Kenneth Lomas (Huddersfield West) asked the Secretary of State for Trade whether he anticipated conceding in any future talks on the Common Fund that the fund might have to be used for measures other than butter stocks.

Mr Meacher replied that it was too early to say, in advance of further discussion with other developed and developing countries, how this issue would be dealt with in resumed negotiations on the fund. The countries of Group B had made it clear that their minds were not closed on the issue; and that they would be prepared to consider a role for the fund in respect of such measures in the context of agreement on its wider objectives and modalities.

London–Glasgow air fares

Eldon Griffiths (Bury St. Edmunds) asked the Secretary of State for Trade if he would publish a table of prices charged for first-class one-way fares on normal commercial flights between London Heathrow and Glasgow at 1 April in each of the years 1970 to 1977, respectively, showing the percentage increase between one year and the next.

Mr Clinton Davis gave the following information:

First class one-way fares London (Heathrow)–Glasgow

Date	Fare	% change over previous year (approx)
1 April 1970	£15.00	10
1 April 1971	£16.50	10
1 April 1972	£18.20	10
1 April 1973	£19.05	5
1 April 1974	£22.90	20
1 April 1975[1]	£28.50	24
1 April 1976[1]	£35.00	23
1 April 1977[1]	£43.00	23

[1] The fares shown are those approved by the Civil Aviation Authority. Since 12 January 1975 the London (Heathrow)–Glasgow service has been one class only, listed as economy, being a shuttle operation.

Holiday hotel contracts

Christopher Price (Lewisham West) asked the Secretary of State for Prices and Consumer Protection in view of the appearance of advertisements involving hotels in Northern Cyprus of which the ownership was disputed and sub judice, whether he was satisfied that those who had contracted to take holidays in those hotels were adequately protected in the event of a decision in the courts favourable to the previous owners of these hotels.

Mr Fraser said that he could not, without further information, comment on any particular case. However, in general if a prospective holiday maker made a contract direct with a hotel which subsequently changes ownership, and the contractual liability was not assumed by the new owners, the position under English law was that the holiday maker would not be able to obtain redress other than by suing the former owners for breach of contract. If on the other hand the contract were made with a travel agent or other intermediary the position might be different and in that event the questioner might wish to draw the situation to the attention of the Association of British Travel Agents.

Tuesday, 24 January

Motor manufacturers imports

Max Madden (Sowerby) asked for the latest annual figures for cars and components imported by British-based motor manufacturing companies.

Mr Meacher replied that according to the Society of Motor Manufacturers and Traders, UK sales in 1977 of models imported by the four major motor manufacturers were about 144 000 accounting for 11 per cent of total new car registrations. Information on imports of components by these companies was not available.

Car exports to EEC

Max Madden (Sowerby) asked what were the latest annual figures for the export of cars from Great Britain to the EEC since 1970.

Mr Meacher gave the following figures:

	1970	1971	1972	1973
Number	208 239	216 701	208 063	231 861
Value (£m fob)	74.8	79.8	81.0	110.2
	1974	1975	1976	1977
Number	159 126	121 236	129 209	131 396
Value (£m fob)	84.9	105.5	172.0	232.6

UK–USSR car trade

Greville Janner (Leicester West) asked how many cars were sold by United Kingdom firms to the Union of Soviet Socialist Republics during the period from January to October 1977, and for what total price; and how many Soviet cars were imported by Great Britain from the Union of Soviet Socialist Republics during the same period, and for what total price.

Mr Meacher said that in the period January to October 1977, 13 373 passenger motor cars valued

at £11.5 million cif were imported into the United Kingdom from the USSR, and 29 cars valued at £70,000 fob were exported.

Oil discharge monitors

Gordon Wilson (Dundee East) asked the Secretary of State for Trade what steps he had taken to encourage United Kingdom oil tanker operators to instal deballasting monitors which provided a direct digital readout of the amount of oil discharged per mile rather than the oil-in-water content.

Mr Clinton Davis said that until oil discharge monitoring and control equipment, which met the requirements of the International Convention for the Prevention of Pollution from Ships 1973, had been submitted by manufacturers and approved by his department, he would not encourage tanker operators to instal equipment of a particular type.

ECGD's move to Cardiff

Michael Morris (Northampton South) asked what consultation there had been with exporters about the transfer of the Export Credits Guarantee Department offices to Cardiff; what consultation there had been with the chamber of commerce about the transfer; and what would be the extent of the ECGD office in London in the future.

Mr Meacher replied that the move of part of the Export Credits Guarantee Department to Cardiff in 1979/80 arose from the Hardman report of 1973 which, as announced in 1974 and reaffirmed by successive governments, had been accepted as a general programme for dispersing about 30 000 civil service posts. By an exhaustive survey analysing face-to-face contacts between officials and the public, the Hardman report had identified the parts of each London-based government department (including ECGD) which could function satisfactorily away from London: suggestions for dispersing the same part of ECGD had figured earlier in the Scholey Report of 1972 following discussions with exporters, banks, the London chamber of Commerce, the British Export Houses Association and the CBI.

As indicated since 1974 in ECGD's publicity and in meetings with those bodies, the 800 or so Cardiff-bound posts in ECGD handled all claims work, together with credit insurance under comprehensive guarantees for exports of raw materials, consumer goods and standard engineering and production equipment. Day-to-day dealings with the 10 000 firms concerned (more than two-thirds of which were located outside London and the south east) already concentrated on ECGD's 10 regional offices to which work had been and still was increasingly being decentralised. About 900 posts would remain in London, including ECGD's three London regional offices, the General Policy division and the Project Underwriting divisions. ECGD's dispersal was discussed extensively at a meeting last September between ECGD and the London chamber of commerce and the British Export Houses association. The latter had been invited to return to ECGD after further consultation with their members, but had not yet done so. ECGD was always ready to examine the implications of dispersal with any exporter or trade association.

Building society rates

Ian Wrigglesworth (Teeside, Thornaby) asked if the operations of the Building Societies Association in relation to societies' mortgage and deposit interest rates were registered with the Office of Fair Trading under the Restrictive Trade Practices Act 1976.

Mr Fraser said that no agreements relating to building societies' mortgage and deposit interest rates appeared on the register of restrictive trading agreements. The Restrictive Trade Practices (Services) Order 1976 (SI 1976 no. 98) did not require registration of agreements between building societies relating only to such matters.

Manufacturing statistics

Peter Bottomley (Greenwich, Woolwich West) asked the Secretary of State for Industry what had been the amount of investment in manufacturing industry for each year since 1970; also expressed as net fixed capital formation after allowing for capital consumption, and in 1970 prices, what had been the amount net of investment in petroleum and natural gas for each year since 1970; and expressed in 1970 prices. Mr Bottomley asked for an index of gross fixed capital formation for each year since 1970 taking 1970 as 100.

Mr Williams said that the latest estimate of gross domestic fixed capital formation in manufacturing industry for 1977 was £1,775 million at 1970 prices and £4,900 million at current prices. For earlier years, he referred the questioner to *National Income and Expenditure 1966-76* (fixed capital expenditure figures of manufacturing are published quarterly in *Trade and Industry*). Figures at 1970 prices for investment in petroleum and natural gas (not included in the figures for manufacturing industry) were given in the *Monthly Digest of Statistics*, December 1977.

INDEX OF GROSS FIXED CAPITAL FORMATION AT 1970 PRICES, 1970=100

	Total	Manufacturing industry only
1970	100.0	100.0
1971	102.4	93.5
1972	103.6	81.7
1973	108.5	82.3
1974	108.8	95.2
1975	106.4	81.9
1976	102.9	77.9
1977 (Jan/Sept. seasonally adjusted, at annual rate)	95.1	81.8

[1]Covering all sectors of the economy: that is, the total gross domestic fixed capital formation contributing to gross domestic product at market prices.

Development areas

Gwilym Roberts (Cannock) asked what study had been made of the need to make development area policies more flexible with the creation of mini-development areas giving additional help to pockets of high unemployment outside the main development areas.

Mr Cryer said that the three categories of assisted area were already extensive and it was difficult to contemplate their extension without corresponding reductions elsewhere. Experience had shown that the regional incentives operated more effectively if they were on offer within broadly defined areas not subject to frequent change. The government had already introduced a series of measures to alleviate unemployment and to encourage investment throughout the country including sectoral schemes under section 8 of the Industry Act 1972 and the temporary employment subsidy.

Selective investment schemes

Michael Grylls (North West Surrey) asked what was the total amount of money which had been offered to firms under the selective investment scheme as at 31 December 1977.

Mr Cryer replied that £20.8 million had been offered by 31 December 1977, but there were currently over 120 applications under consideration, and further applications were expected before the closure date of 30 June 1978.

Accelerated projects scheme

Michael Grylls (North West Surrey) asked what was the total sum of money which had been offered to firms under the accelerated projects scheme as at 31 December 1977.

Mr Cryer said that the total sum offered was £84.1 million.

Section 8 industry schemes

Michael Grylls (North West Surrey) asked what were the individual total sums of money which had been offered to firms under each of the section 8 industry schemes as at 31 December 1977.

Mr Cryer gave the following information:

TOTAL SUMS OFFERED TO FIRMS UNDER EACH OF THE SECTION 8 INDUSTRY SCHEMES

As at 31 December 1977 the individual	£ million
Clothing	4.6
Drop-forging	nil
Electronic components	1.4
Ferrous foundry	65.0
Instrumentation and automation	nil
Machine tool	10.6
Non-ferrous foundry	2.4
Paper and board	6.6
Poultrymeat processing	4.0
Printing machinery	2.5
Redmeat slaughterhouse	2.5
Textile machinery	1.6
Wool textile (part 1)	16.6
Wool textile (part 2)	0.1

Under all of these schemes, with the exception of wool textile (part 1), there are applications under consideration on which offers are likely to be made.

Ship orders to foreign yards

Ted Leadbitter (The Hartlepools) asked for the value and tonnage of shipbuilding orders in the past two years which British shipowners have awarded to foreign shipbuilding yards.

Mr Huckfield said that in the two years to the end of September 1977, new orders for ships for UK registration totalling 370 thousand gross tons, with an estimated value of £183 million, were placed abroad.

London clearing bankers agreement

Ian Wrigglesworth (Teeside, Thornaby) asked the Secretary of State for Prices and Consumer Protection what action had been taken by the Office of Fair Trading, following the notification by the Price Commission of the agreement between members of the committee of London clearing banks to joint negotiations on charges as outlined in the report of the commission to him dated 30 December 1977.

Mr Fraser said that particulars of this agreement, which had been furnished by the committee of London clearing bankers to the Director General of Fair Trading within the time limits specified in the legislation, had been placed on the register of restrictive trading agreements. Further action was a matter for the Director General of Fair Trading in accordance with his duties under the Restrictive Trade Practices Act 1976.

Mail order code of practice

Andrew Faulds (Warley East) asked the Secretary of State for Prices and Consumer Protection, when he expected the introduction of a code of practice for mail order publishers.

Mr Fraser replied that members of the Association of Mail Order Publishers had subscribed to a code of practice since 1970. The present code (which was administered by the Mail Order Publishers' Authority under the chairmanship of Baroness Burton of Coventry) was published in July 1977 after extensive revision and in consultation with the Director General of Fair Trading.

Aid to industry

Ted Leadbitter (The Hartlepools) asked for the total amount of grant aid and loans to industry in the northern region and the United Kingdom for each of the years 1974 to 1977.

Mr Cryer gave the following information:

LOANS AND GRANTS MADE AVAILABLE UNDER THE INDUSTRY ACT 1972 £m

	1974-75	1975-76	1976-77	1977-78 (to 31 Dec 1977)
Northern region				
Pt I				
Payments of regional development grant	57.8	106.9	152.1	45.5 (to 30 Sept 1977)
Pt II				
Offers of regional selective assistance under section 7				
Loans	3.5	3.6	6.1	5.0
Grants	4.6	4.4	10.7	9.2
Offers of selective financial assistance under section 8				
Loans	—	—	0.4	—
Grants	0.9	0.6	7.6	6.3
Total	66.8	115.5	176.9	66.0
Great Britain (excluding Northern Ireland				
Pt I				
Payments of regional development grants	212.7	324.9	407.8	146.1 (to 30 Sept 1977)
Pt II				
Offers of regional selective assistance under section 7				
Loans	36.4	28.1	18.7	8.1
Grants	36.4	43.7	69.9	45.6
Offers of selective financial assistance under section 8				
Loans	5.3	65.7	2.0	—
Grants	9.6	103.8	102.8	53.4
Total	300.4	566.2	601.2	253.2

Assistance has also been given to the shipbuilding industry under the Industry Act 1972, and by the National Enterprise Board under the Industry Act 1975.

Wednesday, 25 January

Trading with South Africa

Robert Hughes (Aberdeen North) asked the Secretary of State for Trade, how many export licences for goods exported to South Africa were granted for the years 1974 to 1977 for items covered by the Export of Goods (Control) Order 1972; how many British trade missions visited South Africa in each year from 1970 to 1977; how many such missions received a grant from his department; what was the average grant in each year; and what was the total cost to his department.

Mr Meacher replied that in the period 1974-77 nearly 200 000 applications for export licences had been received, and the records of each application would need to be examined to check, by destination, whether a licence had been issued or refused. This could only be done at disproportionate effort and cost. The number of officially supported trade missions to South Africa from 1970-77, together with the average grant paid to each mission and the total expenditure in each year was as follows:

	No of missions	Average grant	Total expenditure
1970	12	£2,655	£31,860
1971	8	£3,288	£26,304
1972	11	£4,400	£48,400
1973	16	£3,961	£63,386
1974	18	£4,350	£78,300
1975	15	£5,220	£78,300
1976	17	£4,235	£72,000
1977	17	£4,079	£69,350

The total cost for the eight-year period was £467,900.

Departmental liaison with travel industry

Robert McCrindle (Brentwood and Ongar) asked the Secretary of State for Trade if he was satisfied with the flow of information he received from the travel industry; if he was satisfied with the machinery through which he received advice on developments in the travel trade; and if he had regular consultations with representatives of the airlines, the tour operators and the travel agents.

Mr Meacher said that his department kept in close touch with the travel trade and received all the help and assistance it needed from the airlines, tour operators and travel agents. The secretary of state was meeting the president of the Association of British Travel Agents and some of her senior colleagues shortly.

Funding of Children's Film Foundation

Gwyneth Dunwoody (Crewe) asked the Secretary of State for Trade whether in view of the fact that the Children's Film Foundation was not mentioned in the report on the film industrial action committee, he would now set up a special fund to promote children's films, and to expand the work of the Children's Film Foundation in order to reach an even greater audience of children.

Mr Meacher said that the production of films by the Children's Film Foundation was at present supported financially by payments from the British Film Fund. The foundation had made representations to the interim action committee that this method of financing should be reviewed and he understood that the committee was considering those representations. He would not wish to consider any changes in advance of any recommendations that the interim action committee might make.

Standards of competence for hairdressers

Andrew Faulds (Warley East) asked the Secretary of State for Trade if he would introduce regulations to make approved training necessary for all hairdressers, to comply with EEC standards.

Mr Meacher pointed out that whilst some EEC member states did have statutory minimum standards of competence, there were no EEC standards on hairdressing. The question of introducing regulations on these grounds in the UK therefore did not arise.

Airport traffic for London

Stanley Newens (Harlow) asked the Secretary of State for Trade if he would provide figures to indicate the current use of all the airports regarded as serving London, in terms of passenger and aircraft traffic.

Mr Clinton Davis pointed out that this information was published in the Civil Aviation Authority's monthly and annual statistics. In the year ended September 1977 the traffic at the four main London airports was as follows:

	Terminal passengers millions	Air Transport movements thousands
Heathrow	23.5	246.4
Gatwick	6.4	82.9
Stansted	0.3	4.3
Luton	2.0	20.1

Reduction in Hong Kong textile quotas

Kenneth Clarke (Rushcliffe) asked the Secretary of State for Trade whether the reductions of EEC quotas for the import from Hong Kong of cotton fabrics, woven trousers, woven shorts and knitted briefs were made for the benefit of the British textile industry, other EEC member states' textile industries or other importers; and what estimates had been made of the likely source of the goods that would replace the goods that might otherwise have been imported from Hong Kong.

Mr Meacher replied that quotas for these and certain other products from a number of dominant suppliers, including Hong Kong, represented a reduction in 1976 levels of trade. The arrangements involved were made in order to provide adequate protection for the textile industries in the EEC as a whole, including the UK industry, without excluding newcomers entirely from the market. It was not possible at this stage to estimate how the newcomers' share of the quotas would be allocated.

Portrush/Oban ferry

John Biggs-Davison (Epping Forest) asked the Secretary of State for Trade what effect he estimated that the ferry to be operated between Portrush and Oban would have on the communications between Northern Ireland and the rest of the United Kingdom; and if he would make a statement.

Mr Clinton Davis said that the proposed new service should provide improved facilities for tourists travelling to and from the province at the weekend during the summer months.

Competition in parking meters

Arthur Latham (City of Westminster, Paddington) asked whether British manufacturers of parking meters were able to obtain orders against foreign competition, particularly from manufacturers in the United States of America.

Mr Cryer said that UK manufacturers had not suggested to his department that they were unable to compete with manufacturers in the United States of America. However, his officials would raise the matter with them and draw their attention to the various government schemes for assisting industry to improve its product range and competitiveness.

Assistance to small businesses in Merseyside

Eric Heffer (Liverpool, Walton) asked what active steps were being taken on Merseyside to assist small businesses.

Mr Cryer said that to provide accommodation for small businesses on Merseyside the English Industrial Estates Corporation had built 38 nursery units in the three years up to 31 December 1977. A further 22 were under construction. On 19 October 1977 he had announced the building of a further 20. An additional small firms information centre had been opened in Liverpool in November 1976. Next month this would be supplemented by a counselling service to help small businessmen to diagnose their problems and to work out appropriate solutions. Most small manufacturing companies on Merseyside received regional development grants under the Industry Act. A substantial proportion of the 49 projects offered assistance under section 7 of the act in the year ended 31 December 1976 and 87 projects supported in the year ended 31 December 1977 concerned small businesses. Some small companies on Merseyside also benefited from the sectoral schemes under section 8 of the Industry Act. Small businesses on Merseyside would also benefit from the measures announced by the Chancellor of the Exchequer on 26 October 1977. The government had established a partnership with the local authorities in Liverpool to assist in the inner city's regeneration. Small firms had a vital contribution to make towards this end. Small businesses in the area were given an opportunity to exchange views with central and local government at the conference held in Liverpool last December.

Advance factories completed

Tim Sainsbury (Hove) asked the Secretary of State for Industry if he would publish in the Official Report figures of the number and area of advance factories completed in England, Scotland and Wales in 1974, 1975, 1976 and 1977, which were not yet let.

Mr Cryer pointed out that he could only answer for England and gave the following information:

	Number of factories	Total area ('000 sq ft)
1974	3	35
1975	3	45
1976	24	370
	(including 2 for Development Commission	(10)
1977	55	812
	(including 4 for Development Commission	(20)
	and 48 individual nursery units	134
	(including 6 for Development Commission)	(17)

He added that currently there was a firm interest by prospective tenants in 39 of the factories and 20 individual nursery units.

New orders in UK shipyards

Alec Woodall (Hemsworth) asked the Secretary of State for Industry what was the total in gross tons of new orders by United Kingdom shipowners in the first nine months of 1977 and the total of new orders given by United Kingdom shipowners to United Kingdom shipyards.

Mr Huckfield said that during the first nine months of 1977 new orders for merchant vessels for United Kingdom registration amounted to 334 000 gross tons. Of this 330 000 gross tons, about 99 per cent of the total, were placed with United Kingdom shipyards.

Reduction of fuel exhaust from aircraft

Jim Craigen (Glasgow, Maryhill) asked what consultations had been held with aircraft manufacturers in seeking to reduce the emission of fuel exhaust.

Mr Huckfield said that the government regarded the limitation of noxious emissions from aircraft as a matter to be dealt with internationally. To this end, Britain was working with other nations to secure agreement within ICAO on the measures to be adopted. He said that his department played an active part in the studies and maintained close and continuous consultation with the UK manufacturers of aeroengines and with the manufacturers and operators of aircraft.

Transkei postage stamps

Robert Hughes (Aberdeen North) asked in which countries members of the Universal Postal Union, including Great Britain, postage stamps issued by the South African Bantustan Transkei were acceptable.

Mr Huckfield said that from his reading of the Universal Postal Convention there seemed to be no grounds for regarding such stamps as unacceptable, and so far as he and the Post Office were aware no other state had taken a different view. This in no way altered the government's policy of non-recognition of the Transkei as an independent sovereign state.

Restrictive practices in travel trade

Robert McCrindle (Brentwood and Ongar) asked the Secretary of State for Prices and Consumer Protection if he planned further discussions with representatives of the travel trade on alleged restrictive practices on tour operations; and what was the latest position of his department on the device known as stabiliser in relation to tour operations; and if he will make a statement.

Mr Fraser said that he had no present plans to have discussions with representatives of the travel trade on this matter. The administration of the restrictive trade practices legislation was a matter for the Director-General of Fair Trading. The agreement of the Association of British Travel Agents (ABTA) including the exclusive dealing restriction known as stabiliser was placed on the public register of restrictive trading agreements in October 1976. He understood that following discussions between the director-general and ABTA representatives ABTA had abandoned many of the restrictions in their agreement and were now considering whether to maintain stabiliser and a related restriction and defend these in the restrictive practices court.

Nationalisation of aircraft and shipbuilding industries

W. E. Garrett (Wallsend) asked the Secretary of State for Industry whether he had made any progress in authorising payments on account of compensation for the nationalisation of the aircraft and shipbuilding industries.

Mr Kaufman said that he had now authorised payments on account of compensation totalling £21.95 million in respect of the unquoted securities of the following companies or groups of companies nationalised:

	£000
British Aircraft Corporation (Holdings) Ltd	6 100
Hawker Siddeley Aviation Ltd Hawker Siddeley Dynamics Ltd	3 100
Scottish Aviation Ltd	500
Austin and Pickersgill Ltd	5 200
Brooke Marine Ltd	350
Cammell Laird Shipbuilders Ltd	150
Hall Russell and Co Ltd	300
Barclay, Curle and Co Ltd Clelands Shipbuilding Co Ltd The Goole Shipbuilding and Repairing Co Ltd Smith's Dock Co Ltd Swan Hunter Shipbuilders Ltd Swan Hunter Training and Safety Co Ltd	2 350
Yarrow (Shipbuilders) Ltd Yarrow (Training) Ltd	1 400
George Clark and NEM Ltd	650
Hawthorn Leslie (Engineers) Ltd	400
John G. Kincaid and Co Ltd	1 450

The payments authorised were derived from a preliminary view of the government's likely negotiation positions on both the base value and any appropriate deductions under section 39 of the Aircraft and Shipbuilding Industries Act, 1977 relative to the companies in question. Since substantive negotiations had not yet begun in respect of any company, the quality of the information available to the government on the different elements involved varied with the different companies and it could not be assumed that the final compensation settlement in a given case would bear any particular relationship to the payment on account. Because certain financial issues were still unresolved, no payments on account had been authorised in respect of the following companies:

Scott Lithgow Ltd
Scott Lithgow Drydocks Ltd
Vickers Shipbuilding Group Ltd
Vosper Thornycroft (UK) Ltd
Vosper Shiprepairers Ltd

ERDF non-quota section proposal

Kenneth Clarke (Rushcliffe) asked the Secretary of State for Industry whether agreement had yet been reached on the size and the criteria to be applied to that part of the European regional fund which was to be outside the national quota arrangement.

Mr Cryer said that a final decision had not yet been made on the proposal that a non-quota section should be established within the European Regional Development Fund. Discussions on this matter were continuing.

Thursday, 26 January

Grants for ergonomics and rehabilitation

Dafydd Wigley (Caernarvon) asked the Secretary of State for Industry what was the value of the eight research grants recently announced by the commission of the EEC for work on ergonomics and rehabilitation in industry; and how much of this fund would be spent in England, Scotland and Wales, respectively.

Mr Huckfield said that he understood that the commission had awarded grants totalling £245,635. The British Steel Corporation and the National Coal Board were to receive totals of £165,815 and £57,720 respectively, and it was for them to decide where to spend these sums. The remaining grants comprised allocations of £12,025 to Scottish and £10,075 to English recipients.

Office block in Liverpool

Robert Kilroy-Silk (Ormskirk) asked what progress had been made in finding methods of implementing the proposal of the National Enterprise Board that arrangements be made between Liverpool Corporation, the Department of Industry and a developer, to build a speculative office block in Liverpool so as to attract office employment from outside the assisted area.

Mr Cryer said that there were a number of practical difficulties in implementing the proposals but the Secretary of State for the Environment and the Secretary of State for Industry were considering further what might be done.

Loan guarantee scheme

Robert Kilroy-Silk (Ormskirk) asked what powers there were to establish a loan guarantee scheme for small companies on an experimental basis in the United Kingdom.

Mr Cryer replied that there were no statutory powers to give guarantees under a general scheme open to all small firms in the UK. Under section 7 of the Industry Act 1972, though only in the assisted areas, it was possible to give loan guarantees in connection with projects that satisfied the employment creation and maintenance provisions of that section: a scheme of guarantees for European Investment Bank loans on these lines had been recently introduced.

NEB offices in Liverpool and Newcastle

Robert Kilroy-Silk (Ormskirk) asked the Secretary of State for Industry what was the total value of investment made by the National Enterprise Board in: (a) the Merseyside special development area since the board's office was established in Liverpool, and (b) the north east special development area since the board's office was established in Newcastle upon Tyne.

Mr Kaufman replied that the regional offices of the National Enterprise Board (NEB) were established in Liverpool and Newcastle upon Tyne to benefit the north and north-west regions as a whole. In both the NEB had set up regional boards which would have executive powers of their own and bring local knowledge to the NEB's major investment decisions. Through these and other measures the NEB was playing its part by bringing its resources to bear on the industrial problems of the regions. Its work was vital to jobs and industry. It was the controlling shareholder in British Leyland. At Leyland the government has given the go ahead for a new vehicle assembly hall at a cost of £30 million. It was the majority shareholder in Ferranti, which had four plants in the Manchester area and one at Barrow. The NEB owned and controlled Fairey Engineering, employing 1800 at Stockport, as well as other companies in the north formerly in the Fairey group. The NEB controlled the Data Recording Instrument Company at Crewe and had a substantial stake in Twinlock, also at Crewe, and an investment in Francis Shaw Ltd in Manchester. The NEB also assisted these regions through its support for Rolls-Royce which had plants at Barnoldswick and Sunderland. Among the board's other investments in the north and north-west regions, £100,000 had been invested in a company operating exclusively in the Merseyside SDA and about £680,000 in companies operating exclusively in the north-east SDA.

Major currency movements affect on exports

Robert Woof (Blaydon) asked the Secretary of State for Trade what estimate he had made of the effect of the movement of major currencies on the relative competitiveness of British exports.

Mr Meacher said that it was not readily possible to estimate the effect of exchange rate movements on the competitiveness of UK exports, however defined. Nevertheless, Britain's competitive position was likely to be reduced as a result of an appreciation of the pound.

Commission dumping inquiries

Kenneth Clarke (Rushcliffe) asked the Secretary of State for Trade whether he would list all the inquiries commenced by the European commission into allegations of dumping since the protection of trade became a community responsibility, giving the result or present position in each of those inquiries.

Mr Meacher replied that a case against haematite pig iron from Brazil had been opened on 5 August 1977. This had been closed on 31 December 1977 after undertakings had been received from the Brazilian exporters. The cases listed below were announced recently and investigations were proceeding.

Product	Exporting country	Date of official opening of anti-dumping investigation
Housings for ball, roller or needle roller bearings	Japan	26/10/1977
Mounted piezo-electric quartz crystals	Japan	12/11/1977
Heavy steel sections	Spain	17/12/1977
Kraft liner	USA	17/12/1977
Unalloyed wrought titanium	Japan	17/12/1977
Hole punching machines	Japan	28/12/1977
Heavy steel drop forgings	Japan	31/12/1977

The following cases had been opened and provisional duties imposed in accordance with the provisions of the recent basic price scheme for imports of certain steel products. A number of other investigations had recently been opened by the commission in this field and details were awaited.

Product	Exporting country	Date of official opening of anti-dumping investigation	Date of provisional anti-dumping duty
Iron or steel coils for re-rolling	Czechoslovakia Republic of Korea	23/1/1977	23/1/1977
Galvanised sheets and plates	Poland Spain	24/1/1977	24/1/1977
Certain sheets and plates (other than electrical)	Bulgaria Czechoslovakia Japan	24/1/1977	24/1/1977
Haematite pig iron and cast iron	Canada	24/1/1977	24/1/1977
Certain sheets and plates (other than electrical)	Czechoslovakia	24/1/1977	24/1/1977
Iron or steel coils for re-rolling	Czechoslovakia Republic of Korea	24/1/1977	24/1/1977

Carriage of dangerous chemicals by sea

Stephen Ross (Isle of Wight) asked the Secretary of State for Trade whether he would introduce legislation to seek to ensure that those companies involved in the carriage of dangerous chemicals by sea were made responsible for any damage caused thereby, and what steps he intended taking to ensure that dangerous chemicals carried by sea were adequately marked, so that ownership could be traced.

Mr Clinton Davis said that urgent attention was currently being given in the Intergovernmental Maritime Consultative Organisation (Imco) to a possible new international agreement dealing specifically with liability and compensation for damage caused by particularly hazardous substances during their carriage by sea. He proposed to await the outcome of this work in which the United Kingdom was participating, before considering the introduction of legislation. The Merchant Shipping (Dangerous Goods) Rules 1965 (as amended), which reflected international requirements, required dangerous goods to be clearly marked with the correct technical name and bearing a distinctive label indicating the nature of their potential danger. The case for such requirements to extend to the marking of owners' names had not been established.

British Leyland in South Africa

Frank Hooley (Sheffield, Heeley) asked the Secretary of State for Trade if he was satisfied that British Leyland was observing the guidelines laid down by the government in its treatment of all workers in its factories in South Africa.

Mr Meacher said that in information published by the company and assurances given to ministers and British trade unions, British Leyland had made it clear that they accepted the government's guidelines on the wages and conditions of African workers published in 1974 and had taken steps to implement them.

Frank Hooley (Sheffield, Heeley) asked the Secretary of State for Industry if he would discuss with the management of British Leyland arrangements for ceasing to rely on South Africa for the import of spare parts for Leyland cars in the United Kingdom.

Mr Huckfield said that he understood that there had been only one recent occasion on which it was

necessary to import parts from South Africa to meet a specific stock shortage and he had been assured that the company had no intention of making this a regular practice.

Vehicles exported to Africa

Frank Hooley (Sheffield, Heeley) asked the Secretary of State for Trade what information he had of the number of commercial vehicles exported to Zambia, Zaire, Tanzania, Kenya, Mozambique and South Africa in 1975, 1976 and 1977.

Mr Meacher gave the following information:

	Zambia	Zaire	Tanzania	Kenya	Mozambique	South Africa
1975	1565	1709	1095	2718	834	22 049
1976	549	254	681	1422	568	12 483
Jan to Nov 1977	452	222	1060	2524	322	4227

These figures include small numbers of dumpers, crane lorries, agricultural vehicles, air cushion vehicles, and chassis (with engines mounted) for these vehicles.

BSO running costs

Patrick Cormack (South West Staffordshire) asked the Secretary of State for Industry what was the cost of running the Business Statistics Office (BSO) in 1976-77; how many people were employed in the BSO on 1 January 1978; how many circulars were issued by the BSO during 1976 and 1977; how many were returned; and if he was satisfied that the replies conveyed accurate and necessary information.

Mr Huckfield said that the cost of running the BSO in the financial year 1976-77 was £6.8 million. The number of people employed in the office on 1 January 1978 was 1044. Forms were issued by the BSO in respect of a number of statistical inquiries ranging in frequency from monthly to once every four or five years. A total of 546 000 forms were issued in 1976 and 472 000 in 1977. Response rates varied for different inquiries, some of which were voluntary, but overall 451 000 of the forms issued in 1976 and 390 000 of those issued in 1977 were returned. All new inquiries conducted by the BSO had to be approved by the survey control unit of the Central Statistical Office and finally by ministers. These controls were designed to ensure that all inquiries were necessary and that they provided sufficiently accurate information.

Furniture and upholstery industry

Patrick Cormack (South West Staffordshire) asked what was the point of sending out quarterly inquiries to those engaged in the furniture and upholstery industry; how many such inquiries were sent out during 1976-77; and how many returns were made; if he would comment on the accuracy of the information collected by the BSO on quarterly sales of furniture and upholstery, bearing in mind that manufacturers were allowed to give estimates where they could not give exact figures; and if he would make a statement.

Mr Huckfield said that the information collected in these inquiries was needed for the purpose of compiling the United Kingdom index of industrial production, as well as to enable both the government and the industry to monitor the trend of sales of different types of furniture. The inquiry was conducted in consultation with the trade associations and individual firms in the industries concerned, who valued the information they received in this way. On average some 600 of these inquiry forms were sent out, quarterly in the period 1976-1977, with approximately 91 per cent returned. The information provided by contributors to the furniture and upholstery inquiry was considered to provide a valuable and reasonably accurate guide to the trend of sales in the industry. In order to avoid delays in response to this inquiry while final figures were extracted from the accounts, respondents were encouraged to make informed and timely estimates. Where, owing to late or non-response, the estimates for particular sales categories included a high degree of estimation this was clearly indicated in the Business Monitor concerned.

Patrick Cormack (South West Staffordshire) also asked the Secretary of State for Industry why it was necessary to have an accurate quarterly differentiation of sink units sold in the United Kingdom in order to enable his department to carry out its functions; why it was essential to record separately the sale of sink units which comprised a sink and cabinet of metal and all other sink units; and, if accuracy in the recorded sale of sink units was of importance, why complete sink units which comprised a sink and cabinet of metal were included under the heading 'other' in question 43 of the Quarterly Inquiry into Manufacturers Sales in Furniture and Upholstery.

Mr Huckfield said that the quarterly inquiry form for the furniture and upholstery industry required sales of sink units made of metal to be included in heading 43 (but not separately indentified); and sales of all other sink units to be included in heading 73. This was necessary in order that sales of these items could be allocated to the industries of which they were major products. The quarterly inquiry into the furniture and upholstery industry which was introduced in 1970 provided information for both government and industry, one of the stated objectives of the inquiry being to provide a statistical service for the industry. Trade associations and individual undertakings in this industry were consulted and assisted his department in drafting the questions in a way which would be useful to them as well as government. The need to keep the number of questions to the minimum was continually under review. Progress was being made in reducing the form-filling burden.

Friday, 27 January

Scandinavian air services

Robert McCrindle (Brentwood and Ongar) asked for the present position of the discussions on air services between the United Kingdom and Denmark.

Mr Davis replied that since the talks in Oslo in November, all three Scandinavian governments have served notice of terminating their air services agreements with effect from 31 December 1978. He regretted that so far-reaching a step was taken after a single meeting, and as a result of a difference of opinion over a matter which he had expected to resolve by discussion between friendly countries. The provisions of the existing agreements would, of course, continue to apply during the period of notice, and the implementation of those agreements would form the main topic for discussion at a further meeting between the United Kingdom and the governments of Denmark, Norway and Sweden in London on 30 and 31 January. It was expected that negotiations for new agreements would open in the spring.

You need to keep ahead

If you are in business you need to know the facts.

Every Friday, *Trade and Industry* brings you up-to-date information. It can help you keep ahead.

If you're not reading the current copy of *Trade and Industry* you're reading old news. And these days, news, if it's old news, is not much good to you – or your business.

Ensure you're the first with the facts – check the circulation list now. If there are more than four names on your list the chances are you need an extra copy of *Trade and Industry*.

Ring our Circulation controller on 01-215 5021 and ask about an additional subscription. Or simply clip the coupon on our Reader Services page towards the end of the magazine.

Trade with Yemen

Andrew Faulds (Warley East) asked the Secretary of State for Trade what measures had been undertaken by his department to encourage the development of trade between the United Kingdom and the People's Democratic Republic of Yemen.

Mr Meacher said that this was a small but expanding market for British exporters and the full range of government export services was available to support this trade. The value of such exports rose from £12.3 million in 1976 to £22.6 million in 1977, an increase of 84 per cent.

Sales to South Africa

Robert Hughes (Aberdeen North) asked the Secretary of State for Trade if he would request British companies with subsidiaries in South Africa to supply him with details of all sales to the South African government, South African defence forces, and South African police for the years 1975, 1976 and 1977.

Mr Meacher said that companies in the UK were under no obligation to publish information of this kind and there were no powers available to compel them to do so.

Codes of practice

Andrew Faulds (Warley East) asked the Secretary of State for Prices and Consumer Protection if he would introduce a general code of practice for guarantees as suggested by the Director General of Fair Trading, in a consultative paper based on experience of the inadequacy and unfairness of present practices.

Mr Fraser said he would not introduce a code of practice for guarantees. It was a matter for the Director General of Fair Trading, who had a duty to encourage codes of practice under section 124 of the Fair Trading Act 1973. The director general would clearly wish to examine the comments he received on his consultative paper before deciding on further action.

Mr Faulds also asked when the introduction of codes of practice for the vehicle, tyre and furniture industries were expected.

Mr Fraser said that a code of practice for the motor industry came into force on 1 February 1976. He understood that proposals for a code of practice for the tyre trade were under discussion between the Office of Fair Trading and the trade associations concerned and that the Director General of Fair Trading had reached agreement with trade associations in the furniture industry on a code of practice and that it was expected that the code could be introduced shortly.

Tyre pressure gauges

Andrew Faulds (Warley East) asked the Secretary of State for Prices and Consumer Protection what action he contemplated taking to ensure the accuracy of air gauges at garages, following the findings of the Association of the Metropolitan Authorities that only about half of those at present in use are accurate to within 2 lb a sq in and that a fifth showed errors of more than 4 lb a sq in.

Mr Fraser said that in May 1977 his department established a working party, comprising representatives of local authorities, motoring organisattions, the police and trade associations, to explore the feasibility of introducing a national tyre-pressure gauge testing scheme, which would give confidence in the accuracy of tyre-pressure gauges. The survey undertaken by the Association of Metropolitan Authorities was inspired by that working party. Draft proposals for a voluntary scheme had since been drawn up and were being circulated to all interested parties for comment and support. The proposals sought to take advantage of the tyre gauge testing service already offered by most local weights and measures authorities.

Industry department staff

Norman Tebbit (Waltham Forest, Chingford) asked the Secretary of State for Industry by how many persons he had reduced the staff of his department consequent upon the nationalisation of the aerospace and shipbuilding industries.

Mr Huckfield replied that in the two divisions concerned with sponsoring the aerospace and shipbuilding industries the number of staff now in post totalled 93 compared with a peak of 110 before nationalisation. A further six staff were at present engaged on work in connection with the compensation of stockholders.

European community news

Green rates and common prices main items at agriculture council

There is no precedent for a member state being denied a request to change its 'green pound' rate at a council meeting, said John Silkin, Minister of Agriculture, Fisheries and Food on 26 January. Reporting to the Commons about the meeting of EEC agriculture ministers held in Brussels on 23 and 24 January, he explained that the German, Dutch and Belgian delegations had said that, because of the short time they had had to consider the British proposal they could agree to it only ad referendum; in other words, by reserving the right of their governments to withdraw their consent. They had proposed that the ad referendum period should run to 1 February.

Mr Silkin said that a delay of the length suggested would have prevented the regulation being published in time for the devaluations to take effect on 1 February; and it could have prejudiced the discussion of other issues in the interim. He said the first difficulty was met by bringing forward the end of the ad referendum period to 29 January. 'On the second point I made it clear that until the devaluation of the green pound was finally approved I should not feel able to take part in the discussion of other issues,' he said.

Subject to this qualification, Mr Silkin said that ministers had agreed to the proposal to devalue the UK green pound by 7½ per cent and also to the proposal to devalue the Italian green lira by 6 per cent.

The new green rates were to apply from 1 February for milk and milk products, pigmeat, beef and veal and, in the case of Italy only, for sugar. For other products the new green rates would come into effect at the beginning of the marketing year for each product. He said this meant that the resulting increase in the UK's intervention prices for sugar would not take place until 1 July, and for cereals not until 1 August.

Mr Silkin said that the main issue before ministers was the commission's proposals for common prices in 1978-79. He had reiterated his view that common price increases should be kept to a minimum and that for products in structural surplus there was no case for any price increase at all.

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

Parliament

Major steel producers results 211
EEC directive on cosmetics 212
Car exports to the EEC 212
ERDF non-quota section 215
Grants for ergonomics and rehabilitation 215
Commission dumping inquiries 215

Overseas trade news

NTI 1656: Imports of textiles from the Republic of Korea 223
NTI 1657: Imports of cotton cloth from Pakistan 223
NTI 1658: Imports of textiles from Romania 223

Country data

Belgium 228, France 228

Statistics

Economic indicators of the industrial countries 233
1977 film registration statistics 252
Registrations of British, community and foreign films 252

New legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other member states' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 ext. 7174/482/408.

Common agricultural policy

The texts of the following regulations, decisions and directives which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*:

Sugar. Regulation (EEC) 69/78 fixing the price for sugar cane to be paid by sugar manufacturers to sellers of sugar cane in the French department of Réunion (*Official Journal* L11, 14 January 1978).

Poultry and poultrymeat. Directive 78/50/EEC supplementing, as regards the chilling process, directive 71/118/EEC on health problems affecting trade in fresh poultrymeat (*Official Journal* L15, 19 January 1978).

Animal health. The *Official Journal* L15, 19 January 1978, contains the texts of the following directives:

Directive 78/51/EEC prolonging certain derogation measures in respect of brucellosis and tuberculosis granted to Denmark, Ireland and the United Kingdom.

Directive 78/52/EEC establishing the community criteria for national plans for the accelerated eradication of brucellosis, tuberculosis and enzootic leukosis in cattle.

Wine. The *Official Journal* L11, 14 January 1978, contains the text of decision 78/36/EEC of the Advisory Committee for Wine. This decision amends article 3 of the commission decision of 18 July 1962, establishing the Advisory Committee for Wine.

Customs regulations

The *Official Journal* L333, 24 December 1977, contains the text of regulation (EEC) 2826/77 introducing a community transit declaration form for use in an automatic or electronic data-processing system.

Further information: HM Customs and Excise, Kent House, Upper Ground, London SE1 9PS, tel. 01-928 0533 ext. 460/465.

ACP-EEC convention of Lomé

The *Official Journal* L355, 31 December 1977, contains the text of regulation (EEC) 3014/77 on the application of decision 11/77 of the ACP-EEC council of ministers derogating from the concept of 'originating products' to take account of the special situation of Mauritius with regard to certain products of the textile industry.

Further information: Department of Trade, General Division, Kingsgate House, 66/74 Victoria Street, London SW1E 6SJ, tel. 01-215 5750.

EEC competition law confererence

A conference for lawyers and business executives explaining recent decisions and developments in EEC competition law will be held on 23 and 24 February at the Royal Lancaster Hotel, London. Speakers from the UK and the continent, including the European commission, will provide guidance on their implications for cross-frontier trading.

Subjects to be covered include: patent and know-how licensing; distribution agreements; distribution networks; dominant position and prices; agricultural and food marketing; export bans and trade marks; restrictive trading practices; joint ventures; mergers and concentrations; international anti-trust co-operation.

Further details and a printed programme may be obtained from the organisers European Study Conferences Ltd, Kirby House, 31 High Street East, Uppingham, Rutland, Leicestershire LE15 9PY, tel. (057 282) 3601-2.

Technical Products for Europe

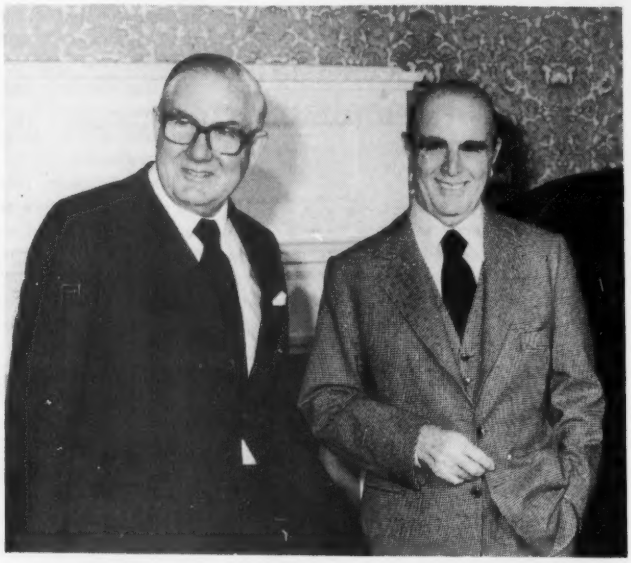
We are a substantial British company with established factories in France, Belgium and Italy seeking additional manufacturing opportunities. We have the know-how and capacity to handle a wide range of products including speciality chemicals, adhesives, flooring and ceiling finishes, acoustic materials and building products, for sale to industrial customers. We can provide excellent marketing, selling and technical back-up.

Minimise your European entry costs with our help. Our vigorous management and financial resources can help to ensure quick results. Replies from principals only, please.

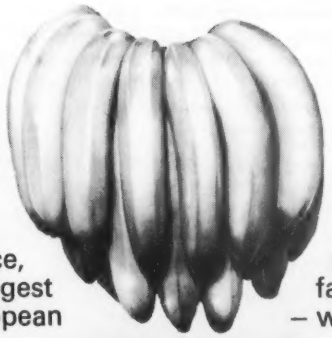
Box 509, Hanway House,
Clark's Place, Bishopsgate,
London EC2N 4BJ.

Prime ministers discuss Greece-EEC relations

Prime Minister, Jim Callaghan with the Greek Prime Minister Mr C. Karamanlis at their meeting on 25 January. The two prime ministers discussed Greece's relationship with and application to join the EEC. Mr Karamanlis visited London as part of a tour of European capitals.



WHEN WE MOVED INTO THE NORTH SEA THEY THOUGHT WE WERE BANANAS



The fact is, we've been Ship Owners and Operators since 1947. That makes for experience, and we now have one of the biggest *independent* operations in European trade. That means resources. Sailing six times a week between Ipswich and Rotterdam (where Geest have purpose-built terminals), we have containers to take almost any load you can offer. And we provide, as a matter of course, a fast, reliable, door-to-door service – when others just talk about it. If by now you feel that Geest is a different type of shipping concept, call us today. You will soon find we're not just one of the bunch.

Geest NORTH SEA LINE

Geest International Freight Ltd. Geest House Hadleigh Road Ipswich IP2 0DH Tel: Ipswich (0473) 217272/7 Telex: 98155

Still small enough to care

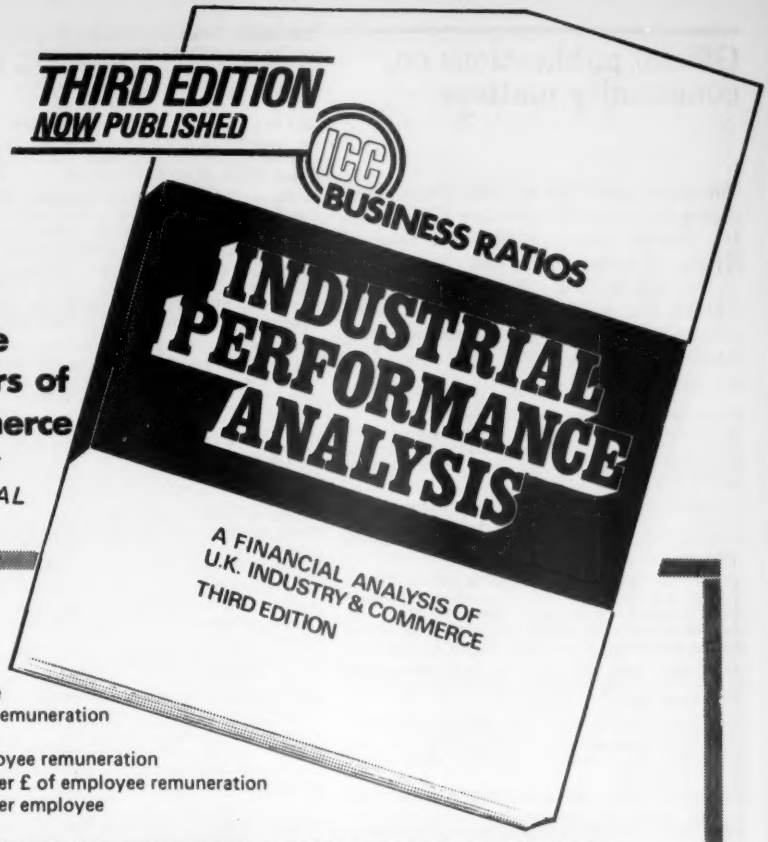
Industrial Performance Analysis

A three year detailed comparison of average performance of 54 sectors of British industry and commerce

AN INVALUABLE YARDSTICK OF SECTOR PERFORMANCE – ESSENTIAL FOR SENIOR MANAGEMENT.

THIRD EDITION
NOW PUBLISHED

ICC BUSINESS RATIOS



14 KEY RATIOS MEASURING AVERAGE PERFORMANCE

- Profitability
- Profit margin
- Capital usage
- Return on capital
- Liquidity
- Stock turnover
- Credit period
- Exports
- Profit per employee
- Average employee remuneration
- Sales per employee
- Sales per £ of employee remuneration
- Capital employed per £ of employee remuneration
- Capital employed per employee

OVER 2300 LEADING COMPANIES IN 54 SECTORS OF INDUSTRY & COMMERCE

Their accounts have been analysed and the results are contained in the following industry sectors:

Construction
Builders Merchants
Timber
Plant Hire
Building & Civil Engineering
Ready mixed concrete

Chemicals & Plastics
Chemical Manufacturers
Plastics Processors
Rubber Manufacturers
Pharmaceutical Manufacturers
Paint & Printing Ink Manufacturers
Plastics Packaging

Drinks
Brewers
Soft drink Manufacturers
Distillers
Wine & Spirit Merchants

Electrical & Electronics
Domestic Electrical Appliance Manufacturers
Electronics Manufacturers
Electronic Instrument Manufacturers
Electrical Wholesalers

Engineering & Metals
Heating & Ventilating Equipment Manufacturers
Machine Tool Manufacturers
Pump Manufacturers
Valve Manufacturers
Mechanical Handling
Steel Producers
Metal Stockholders

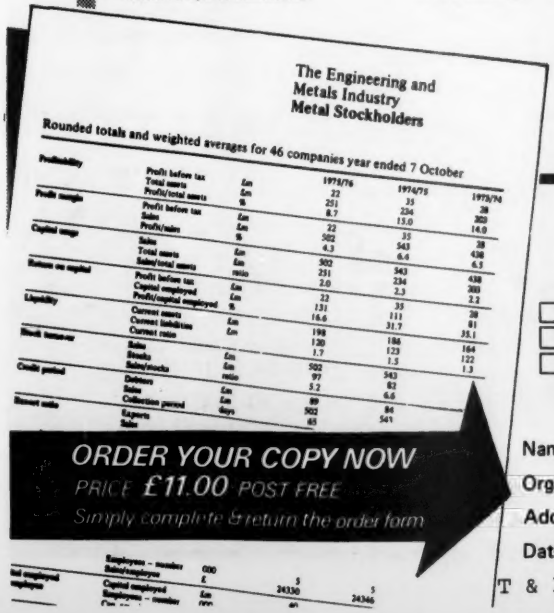
Food
Frozen Food Manufacturers
Food Processors
Meat Processors
Confectionery Manufacturers
Grocery Wholesalers
Supermarkets
Meat Wholesalers

Motors
Motor Component & Accessory Manufacturers
Car Dealers
Foreign Car Distributors

Paper & Printing
Paper & Board Manufacturers
Paper & Board Packaging
Stationery Manufacturers
Paper Merchants
Book & Periodical Publishers
Newspaper Publishers
Printers

Textiles
Clothing Manufacturers
Cotton & Man Made Fibre Processors
Carpet Manufacturers
Carpet Distributors
Hosiery & Knitwear Manufacturers
Dyers & Finishers

Miscellaneous
Ceramics Manufacturers
Footwear Manufacturers
Leather Manufacturers & Processors
Furniture Manufacturers
Department Stores


The Engineering and Metals Industry
Metal Stockholders

Rounded totals and weighted averages for 46 companies year ended 7 October

			1973/74	1974/75	1975/76
Profitability	Profit before tax / Total assets	£m	22	35	38
	Profit/total assets	%	20.1	23.4	28.0
Profit margin	Profit before tax / Sales	£m	8.7	15.0	20.0
	Profit/sales	%	22	35	38
Capital usage	Sales / Total assets	£m	502	543	438
	Sales/total assets	£m	4.3	6.4	6.5
Return on capital	Profit before tax / Capital employed	£m	502	543	438
	Profit/capital employed	%	23.1	23.4	28.0
Liquidity	Current assets / Current liabilities	£m	2.0	2.3	2.2
	Current ratio	£m	22	35	38
Stock turnover	Sales / Stocks	£m	131	111	81
	Sales/stocks	£m	16.6	31.7	35.1
Credit period	Debtors / Sales	£m	198	186	164
	Collection period	days	120	123	122
Earnest ratio	Exports / Sales	£m	1.7	1.5	1.3
			502	543	
			97	82	
			5.2	6.6	
			69	84	
			502	541	
			65		

54 GRAPHS *have been drawn to facilitate comparison between sectors within an industry. These graphs compare:*

- Return on capital employed
- Liquidity (current ratio)
- Credit period (days)
- Profit per employee
- Sales per employee
- Capital employed per employee

ORDER YOUR COPY NOW
PRICE £11.00 POST FREE
Simply complete & return the order form

To: The Business Ratio Manager, Inter Company Comparisons Ltd., 81 City Road, London EC1Y 1BD. Telephone 01-253 3906

Please send me_____copies of Industrial Performance Analysis

☐ I enclose cheque made payable to Inter Company Comparisons Ltd.,
☐ Please invoice my company
☐ Please debit my Access/Barclaycard account, card No.

☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐

Name _____ Position _____

Organisation _____

Address _____

Date _____ Signature _____

T & I

Official publications on community matters

This is the second list of publications issued during the period 16 September to 30 December. The first part was published in *Trade and Industry*, 27 January page 168.

The publications can be ordered from HMSO, PO Box 569, London SE1 9NH, quoting the standard book number in parentheses after each title. The prices quoted do not include postage.

House of Lords papers and bills (1976-77)

41st Report. Select Committee on the European Communities. EEC Consumer Policy. R/113/77. Contracts negotiated away from business premises. 96 pp. (0 10 422777 X.) £1.50.

Supplement to 43rd Report. Select Committee on the European Communities. Minutes of Evidence on the preliminary Draft EEC Budget for 1978 and other Budgeting matters. 68 pp. (0 10 471077 2.) £1.60.

47th Report. Select Committee on the European Communities. Dentists. R/2196/76: Adaptation of the Draft Directives concerning the right of Establishment and provision of services for the activities of Dental Surgeons with Minutes of Evidence. 16 pp. (0 10 426077 7.) 60p.

48th Report. Select Committee on the European Communities. Youth Unemployment. R/2473/76, R/2516/76. 94 pp. (0 10 426177 3.) £1.85.

49th Report. Select Committee on the European Communities EEC Consumer Policy R/1277/77: Unit Pricing; and R/1945/76: Prescribed Quantities. 86pp. (0 10 426277 X.) £1.25.

50th Report. Select Committee on the European Communities. Excise Structures on Alcohol. Com (72) 225: Harmonisation of Excise Structures. 38 pp. (0 10 426377 6.) 60p.

Minutes of Evidence taken before the European Communities Committee (Sub-Committee D). (The CAP and EEC Regional Policy), 27 July 1977. 12 pp. (0 10 427777 7.) 45p.

Minutes of Evidence taken before the Select Committee on European Legislation etc, Wednesday, 13 July 1977. Pp. 70-83. (0 10 008037 5.) 60p.

Minutes of Evidence taken before the European Communities Committee (Sub-Committee D) (EEC Fisheries Policy). 20 July 1977. 16 pp. (0 10 428077 8.) 60p

3rd Report. Select Committee on the European Communities. Fortnightly Report, 29 November 1977. 1. Membership of Sub-Committees, 2. 2nd Sift of European Communities Proposals, 3. Annex. 16 pp. (0 10 402278 7.) 35p.

3rd Report. Select Committee on European Legislation, etc. Together with the Proceedings of the Committee. 12 pp. (0 10 271078 3.) 25p.

5th Report. Select Committee on the European Communities. Fortnightly Report. 13 December 1977. 1. Third Sift of European Communities Proposals. 2. Annex. 15 pp. (0 10 403678 8.) 35p.

House of Commons papers and bills (1976-77)

23rd Report. Select Committee on European Legislation etc. Together with the Minutes of Evidence taken before Sub-Committee II on 17 May 1977. Contract Negotiations away from business premises. 76 pp. (0 10 297977 4.) £1.35.

EEC information

The EEC Information Unit helps firms of all types and sizes by answering general questions about EEC membership.
The unit's address is:
EEC Information Unit,
Department of Industry,
1 Victoria Street,
London SW1 H 0ET.
Tel. 01-215 4301 (six lines).

29th Report. Select Committee on European Legislation, etc. Together with the Minutes of Evidence taken before the Committee on 6 July 1977. Preliminary Draft Budget 1978. Report, 10 pp. Minutes of Evidence, pp. 57-70. (0 10 299777 2.) 75p.

33rd Report. Select Committee on European Legislation, etc. Together with the proceedings of the Committee. Fisheries Resources, Aeronautical Research, Food Aid, Energy. 22 pp. (0 10 008127 4.) 45p.

1st Report. Select Committee on European Legislation, etc. Together with the Proceedings of the Committee. Fisheries Resources, Economic Situation, Excise Duty, Nuclear Power, Energy. 28 pp. (0 10 270178 4.) 50p.

2nd Report. Select Committee on European Legislation, etc. Together with the Proceedings of the Committee. Bird Conservation, Railway Undertakings, Budget 1978, Hydrocarbon Projects. 19 pp. (0 10 270478 3.) 35p.

4th Report. Select Committee on European Legislation, etc. Together with the Proceedings of the Committee. Agricultural Exchange Rates and Monetary Compensation Amounts (MCA's), Radioactive Wastes. 15 pp. (0 10 271678 1.) 35p.

Commission of the European Communities

Directorate-General for Economic and Financial Affairs: The Economic Situation in the Community. 2 June 1977. (297 mm.) 100 pp. Illus. (0 11 936831 5.) £5.15.

Directorate-General for Economic and Financial Affairs: Results of the Business Survey carried out among Management in the Community. 5 – 1977. (E/F/G/D/Da/I.) (210 × 297mm.) 110 pp. Illus. (0 11 936580 4.) £4.30.

First Periodical Report on the Community Action Programme for the Rational Use of Energy (Period 1975) and Recommendations of the Council. (230 mm.) 48 pp. (0 11 936837 4.) 70p.

Series: Medium-term economic policy – Volume 8. Study on the Possible part played by certain Primary Non-Employment Incomes in the Inflationary Process in Italy. (226 mm.) 142 pp. (0 11 936840 4.) £3.15.

Medium Term Economic Policy. Vol. 9: Study on the Possible Part Played by Certain Primary Non-Employment Incomes in the Inflationary Process in Ireland. (E-F) (276 mm.) 112 pp. Illus. (0 11 936924 9.) £3.10.

Studies. Series Commerce and Distribution No. 2. Synoptic Tables of the Specific Measures taken by the Member States of the European Communities in the Field of Commerce. Brussels. March 1976. (E/F/G/D/I.) (276 mm.) 168 pp. (0 11 936844 7.) £3.30.

Investment in the Community Coalmining and Iron and Steel Industries. Report of the 1977 Survey. Position as at 1 January 1977 in the Nine Countries of the Community. August 1977. (E/F/G/D/Da/I.) (297 mm.) 111 pp. (0 11 936863 3.) £6.40.

Bulletin of the European Communities. Supplement 2/77. Community Regional Policy. New guidelines. (E/F/G/D/I.) (244 mm.) 44 pp. (0 11 936869 2.) 80p.

Bulletin of the European Communities. Supplement 3/77. Common Policy for Science and Technology. (E/F/G/D/Da/I.) (244 mm.) (0 11 936923 0.) £1.20.

Bulletin of the European Communities (ECSC, EEC, EAEC). No. 7/8, 1977. 10th Year. (With Correction Slip: Sixth Report on Competition Policy (1078 – Brussels-Luxembourg, April 1977).) (E/F/G/D/Da/I/S.) (244 mm.) 136 pp. plus 28 pp. Publication List. (0 11 936919 2.) £1.20.

Results of the Business Survey carried out among Managements in the Community. 8-9 1977. (E/F/G/D/Da/I.) (210 × 297 mm.) 110 pp. illus. looseleaf. (0 11 936920 6.) £4.30.

Results of the Business Survey carried out among Managements in the Community. 10 – 1977. (E/F/G/D/Da/I.) (210 × 297 mm.) 99 pp. (0 11 937008 5.) £4.30.

Graphs and Notes on the Economic Situation in the Community. 8/9 – 1977. (E/Da.) (297 mm.) 26 pp. (0 11 936958 3.) £1.30.

Graphs and Notes on the Economic Situation in the Community. 10 – 1977. (E/Da.) (297 mm.) 20 pp. (0 11 937046 3.) £1.30.

A Study of the Evolution of Concentration in the Electrical Appliances Industry for the United Kingdom – Electrical Appliances Primarily for Domestic Use – Broadcast Receiving and Sound Reproducing Equipment. June 1977. (297 mm.) 388 pp. (0 11 936970 2.) £5.25.

Report on Vocational Guidance Activities in the Community 1975. January 1976. (244 mm.) 88 pp. (0 11 936969 9.) £1.20.

Annex 220. Debates of the European Parliament. 1977-1978 Session. Report of Proceedings from 12 to 16 September 1977. (297 mm.) 245 pp. (0 11 936971 0.) £3.27.

Bulletin of the European Communities (ECSC, EEC, EAEC). No. 9, 1977. 10th Year. (244 mm.) 121 pp. (0 11 937003 4.) £1.20.

Directory of the Commission of the European Communities. September 1977 (With Correction Slip). (E/F/G/D/Da/I (244 mm.) 107 pp. (0 11 937004 2.) £1.30.

Analysis of the Financial Management in respect of the Revenue and Expenditure Account of the European Communities for the Financial Year 1975. (297 mm.) 144 pp. (0 11 937024 7.) £1.85.

The Economic Situation in the Community. 3. 1977. Annual Report on the Economic Situation in the Community (Commission proposal to the Council). October 1977. (297 mm.) 28 pp. (0 11 937047 6.) £5.15.

Community Energy Policy. Texts of the Relevant Legislation. 1976. (230 mm.) 258 pp. (0 11 937067 0.) £3.50.

Consumer Protection and Information Policy. First Report. 1977. (227 mm.) 102 pp. (0 11 937069 7.) 75p.

Studies. Competition – Approximation of Legislation Series No. 20. Report on Irish Economic Law. (By B. M. E. McMahon.) Vol. 7. June 1976. (270 mm.) 174 pp. (0 11 937066 2.) £3.35.

The Judicial and Quasi-Judicial Means of Consumer Protection. Symposium. The Montpellier Faculty of Law and Economics with the Chamber of Commerce and Industry of Montpellier. Montpellier (France), 10, 11, 12 December 1975. (230 mm.) 320 pp. (0 11 937068 9.) £5.60.

The European Community, International Organisations and Multilateral Agreements. (230 mm.) 302 pp. (0 11 937033 6.) £3.60.

Statistical Office of the European Communities

Education Statistics 1970-1975. 1976. (E/F/G/D/Da/I.) (297 mm.) 198 pp. (0 11 936897 8.) £7.70.

Monthly General Statistics Bulletin. 8 – 1977. (E/F/G/D/Da/I.) (297 mm.) 190 pp. (0 11 936898 6.) £2.60.

Monthly General Statistics Bulletin. 9 – 1977. (E/F/G/D/Da/I.) (297 mm.) 192 pp. (0 11 937032 8.) £2.60.

Electrical Energy. Monthly Bulletin. 9 – 1977. (E/F/G/Da/D/I.) (297 mm.) 12 pp. (0 11 936833 1.) 35p.

Electrical Energy. Monthly Bulletin. 10 – 1977. (E/F/G.) (297 mm.) 14 pp. (0 11 936921 4.) 35p.

Electrical Energy. Monthly Bulletin. 11 – 1977 (With Special Number). (E/F/G.) (297 mm.) 26 pp. (0 11 937026 3.) 35p.

Population and Employment 1950-1976. 1977. (E/F/G/Da/D/I.) (297 mm.) 204 pp. (0 11 936838 2.) £6.25.

Public Expenditure on Research and Development 1974-76. 1977. (E/F/G/Da/D/I.) (297 mm.) 140 pp. (0 11 936839 0.) £4.65.

Monthly External Trade Bulletin. 8 – 1977. (E/F/G/D/Da/I.) (297 mm.) 130 pp. illus. (0 11 936849 8.) £2.60.

Monthly External Trade Bulletin. 9 – 1977. (E/F/G/D/Da/I.) 141 pp. (0 11 936945 1.) £2.60.

Special Number. 1958-1976. 70 pp. (0 11 936946 X.) £2.60.

Monthly External Trade Bulletin. 10 – 1977. (With Supplement: EC Trade by Commodity Classes and Main Countries. January-March 1977.) (E/F/G/D/Da/I.) (297 mm.) 150 pp. (0 11 937048 4.) £2.60.

Coal. Monthly Bulletin. 9 – 1977. (E/F/G.) (297 mm.) 10 pp. loose leaf. (0 11 936364 1.) 45p.

Coal Monthly Bulletin. 10 – 1977. (E/F/G.) 14 pp. loose leaf. (0 11 9369443.) 45p.

Coal. Monthly Bulletin. 11 – 1977. (With Special Number.) (E/F/G.) (297 mm.) 34 pp. (0 11 937031 X.) 45p.

Hydrocarbons. Monthly Bulletin. 9 – 1977. (E/F/G.) (297 mm.) 18 pp. loose leaf. (0 11 936879 X.) 73p.

Hydrocarbons. Monthly Bulletin. 10 – 1977. (E/F/G.) (297 mm.) 8 pp. (0 11 936957.) 73p.

Analytical Tables of Foreign Trade. CST – 1975. Corrigendum. pp. 49-64. Gratis.

Gas Prices 1970-1976. (With Correction Slip 28.) (E/F.) (297 mm.) 204 pp. plus 60 pp. illus. (0 11 936925 7.) £13.90.

Basic Statistics of the Community. 15th Edition. Corrigendum. Gratis.

Coal Statistics 1976. (E/F/G.) (297 mm.) 82 pp. (0 11 936960 5.) £2.40.

Annual Bulletin of Housing and Building Statistics for Europe. Vol. XX, 1976. (Sales No. E/F/R.77.II.E.12.) (276 mm.) 81 pp. (0 11 905045 5.) £3.25.

Balances of Payments. Global Data 1970-1976. (E/F/G/D/Da/I) (297 mm.) 99 pp. (0 11 937007 7.) £4.80.

Social Accounts. Accounts of Social Protection in the EC 1970-1975. (E/F/G/D/Da/I.) (297 mm.) 205 pp. (0 11 937006 9.) £4.90.

Purchase Prices of the Means of Production. 3 – 1977. (E/F/G/I.) (297 mm.) 149 pp. (0 11 937049 2.) £3.60.

Survey of Retail Prices 1975. (E/F.) (297 mm.) 77 pp. (0 11 937045 X.) £1.60.

Quarterly Bulletin of Industrial Production. 3 – 1977. (E/F/G/D/Da/I.) (297 mm.) 156 pp. (0 11 937043 3.) £2.85.

Social Indicators for the European Community 1960-1975. (E/F/G/D/Da/I.) (297 mm.) 471 pp. (0 11 937077 8.) £8.00.

Tariff Statistics 1974. (G/F.) (Each 297 mm.)

Vol. I 1-24. 418 pp. (0 11 937078 6.) £12.00.
Vol. II 25-49. Pp. 421-889. (0 11 937079 4.) £12.0..
Vol. III 50-38. Pp. 890-1307. (0 11 937080 8.) £12.00.
Vol. IV 84-94. Pp. 1308-1632. (0 11 937081 6.) £12.00.
4 Vols. (0 11 937082 4.) £36.00.

Overseas trade news

Good prospects for British companies in Venezuela – Dickson Mabon

Venezuela will start exploring for offshore oilfields later this year. A UK mission, led by Dr J. Dickson Mabon, Minister of State for Energy, which has just returned from Venezuela, was convinced that big opportunities were available for British firms in offshore developments and other energy-related projects there.

Speaking to a press conference in London on 25 January, Dr Mabon said that Venezuela wanted access to light oil to meet the country's growing appetite for petrol. They could not defer much longer the option of going offshore where large reserves of light oil were believed to exist. The depths that they would be working in would bring into play the considerable expertise that the UK has gained in the North Sea. Dr Mabon said that the UK was in a strong position to offer services and technical knowledge, as well as actual hardware, to the Venezuelans.

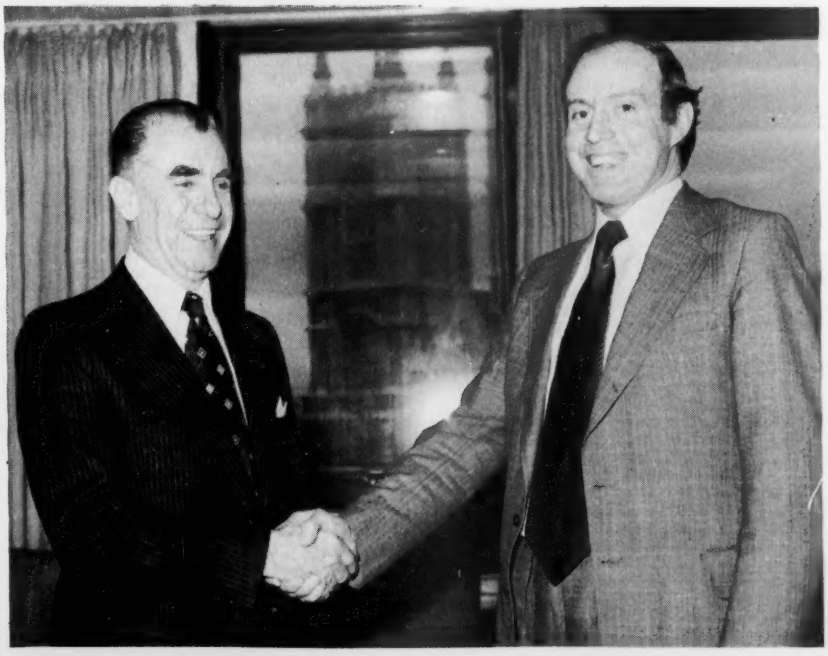
The mission, which was in Venezuela from 16 to 20 January, consisted of government officials and a team of selected senior industrialists with an existing or potential interest in the Venezuelan market. Most of the companies are already involved in follow-up talks and some will be returning to Venezuela soon.

The mission, however, was not solely concerned with offshore developments. Venezuela was expanding its steel industry greatly, Dr Mabon said, and was planning to develop many of its natural resources; for instance, bauxite, hydro-electricity and coal. Major infra-structure projects were also associated with some of these developments for which considerable foreign expertise would be necessary. The Venezuelans were also interested in co-operation with the UK on alternative energy developments such as wind and solar power.

There were great opportunities for British industry Dr Mabon said, and the Venezuelans seemed very keen to develop their traditional ties with the United Kingdom. Business with Venezuela would grow substantially provided UK industry put in the necessary effort, he said.

Varley meets Czechoslovakian ambassador

Secretary of State for Industry, Eric Varley, (right) received a courtesy call from the Czechoslovakian ambassador, Dr Z. Cernik, on 24 January. Mr Varley and the ambassador held a general, informal and friendly exchange of views on the scope for co-operation between UK and Czechoslovakian industry.



Navigation group reports further progress in channel safety

Since the international collision regulations came into force in July 1977 the number of 'rogue' ships in the Dover Strait has decreased noticeably, the Anglo-French Safety of Navigation Group was told at its annual meeting in Paris on 26 January. They fell from around 29, before the introduction of the new regulations, to 20 afterwards, and are on a declining trend.

'Rogue' vessels are those which contravene the traffic separation schemes in the channel. The schemes lay down separate lanes for vessels travelling in opposite directions; an inshore area for coastal traffic travelling in either direction, and an instruction that vessels crossing the channel must do so as near as possible at right angles to the traffic flow.

Contravening vessels now represent only about 4 per cent of the 500 traffic movements per day, compared with some 7 per cent in 1973. Efforts to identify 'rogue' vessels by the UK and French authorities have been stepped up and a higher proportion are now being identified.

Only three collisions occurred in the Dover Strait in 1977 compared with the average of about 12 a year in the period 1963-71. Since 1972 only four ships have sunk as a result of 30 collisions and only two collisions resulted in deaths.

Up-to-date information on traffic movements was obtained from a joint shipping survey carried out in mid-1977. This will be valuable in considering the effectiveness of the present arrangements and any further

developments which may seem necessary. A new Dover Strait operations centre at Langdon Bay should be ready for use early in 1979. The French delegation announced that it proposed to establish a radar surveillance system off Ushant and gave information about new methods of pollution control of using an infra-red remote control system of detection.

In order to raise the level of channel safety the group agreed to sponsor another test of 'Mancheplan' *(see Trade and Industry* 17 June 1977 page 520) by the UK and French administrations (a joint plan for dealing with any disaster in the channel) in May 1978, a manual of joint operating instructions and a report on developments in channel safety and anti-pollution arrangements since the channel navigation information service was first established in 1972.

Hints to business men booklets

A revised edition of the booklet on Saudi Arabia has been published in the *Hints to business men* series. British business men who intend visiting this country on export business can obtain copies of the booklet from Export Services and Promotions Division, Department of Trade, Room D 05, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 ext. 7145/6, or any regional office of the Department of Industry.

Advertisements are accepted for all booklets in the series which covers over 100 countries. Inquiries about advertising should be addressed to Cheiron Press Ltd, 8/10 Parkway, London NW1 7AD, tel. 01-267 1285.

Specialised exhibition for Baghdad

This fair will be held from 1 to 15 March 1978, and not from 1 to 10 May, 1978, as stated in *Trade and Industry*, 27 January, page 174.

Congestion at Port of Spain

Exporters to Trinidad are experiencing delays in the handling of cargoes at Port of Spain. The situation has become worse over the past few months with industrial strife, lack of maintenance of the cargo handling equipment and no container-handling system or organised container storage being among the main contributory factors.

The average delay for a berth, which should be no more than 24 hours, is now 7 to 10 days with waits of 15 to 16 days not uncommon.

Seminar on export opportunities in Korea . . .

In collaboration with the British Overseas Trade Board's Korea Trade Advisory Group, Birmingham Chamber of Industry and Commerce and the Coventry Chamber of Commerce, are holding a half-day seminar on Friday, 17 February to highlight the considerable opportunities existing in the Republic of Korea for British exporters. The seminar will start at 10.45 am and end with a buffet lunch.

The Korean economy is well-regulated and is expanding rapidly; for example the Koreans are investing US$9 billion in the heavy and chemical sectors under their current fourth five-year development plan, 1977-1981, and they intend to be fully developed by the end of that period.

Last year the UK exported only £75 million worth of goods, compared with imports from Korea of £179 million, and both Birmingham and Coventry chambers are running BOTB-supported missions this year to help reduce this trade deficit.

If you are interested in attending the seminar and/or joining one of the missions you should contact either Mr A. Durham, Coventry Chamber of Commerce, 123 St Nicholas St, Radford, Coventry CV1 4FD, tel. Coventry 51777; or Mr L. Taylor or Miss H. Buckingham, Birmingham Chamber of Industry and Commerce, PO Box 360, 75 Harborne Road, Birmingham B15 3DH, tel. 021-454 6171.

. . . and on overseas offices

Birmingham Chamber of Industry and Commerce is to sponsor a seminar on 24 February aimed at helping firms who are thinking about setting up an overseas subsidiary, branch or office.

The objective of the seminar is to explore the problems which face UK companies planning to expand their interests overseas and the programme will include papers on exchange control, taxation of UK nationals working abroad, tax planning for multi-national operations and UK tax and accounting aspects.

Although the seminar will cater for companies with world-wide interests, special emphasis will be placed on setting up a business in Europe and in north America.

The seminar will take place at the Albany Hotel, Birmingham, from 09.15 to 16.45. Further information is available from Bryan Carnes, Overseas Department, Birmingham Chamber of Industry and Commerce, PO Box 360, 75 Harborne Road, Birmingham, B15 3DH, tel.021-454 6171 ext. 206.

Overseas ministers call on Alan Williams

Mr Littvai, left, Hungarian Deputy Minister of Metallurgy and Machine Engineering, paying a courtesy call on Alan Williams, Minister of State at the Department of Industry on Monday, 23 January. Mr Williams also met Dr Sadli, Indonesian Minister of Mines, on Monday, to discuss copper. Dr Sadli is also chairman of Cipec, the Inter-governmental Council of Copper Exporting Countries. He was accompanied by the Indonesian ambassador, the secretary-general of Cipec, and the Chilean and Zambian representatives.

Dates of Peking agricultural fair fixed

The dates of the Peking agricultural exhibition mentioned in *Trade and Industry*, 20 January, page 103, will be from 20 October to 3 November, 1978.

Further information is available from 01-248 5757 ext. 7245.

Seatag hosts dinner for new Singapore high commissioner

Seatag, the British Overseas Trade Board's south-east Asia trade advisory group gave a dinner on 24 January for the new Singapore high commissioner Jek Yeun Thong.

During the after dinner speech Denis Rooney, chairman of Seatag, explained how the group hoped to achieve a better market share of Singapore's imports. The UK and Singapore were traditional partners and both sides had a tremendous amount of expertise to build upon.

Singapore's new high commissioner Jek Yeun Thong (left) with Seatag chairman Denis Rooney.

Tariff quotas – paper and board 1978

The following amendments should be made to the notice 'Tariff quotas 1978: paper and board and certain printed products originating in Efta (and Finland)' published in *Trade and Industry* 16 December 1977:

Changes in quota serial nos.

Page 574: Sweden (4807.c)

Quota no. 8756 has been changed to no. 7165

Quota no. 8764 has been changed to no. 7173

Page 575: Finland (4807.c.)

Quota no. 8721 has been changed to no. 7149

Quota no. 8748 has been changed to no. 7157.

Selling to US military

Over 60 major British companies will be attending a half-day seminar, 'Selling to the US Military', beginning at 14.30 on Tuesday, 7 February at the Cafe Royal, London. The British Overseas Trade Board's north American advisory group and the Defence Manufacturers' Association are sponsoring the seminar. The chairman will be Lord Garnock and speakers will include: Major General Olenchuk, formerly director of material acquisition United States Army; Mr A. Perry, president Perry International Inc, Philadelphia, and Mr P. Norris, consul (commercial) Philadelphia.

This new opportunity for British firms to sell to the US Department of Defense is a result of a memorandum of understanding between Britain and the United States together with a co-operation arrangement on defence procurement.

Apart from providing weapon systems and equipment, British companies now have the chance to sell products ranging from rope, medical supplies and construction materials to materials handling equipment, electronic components and toiletries – virtually everything that the US armed services need in addition to weapons.

Full details of the seminar are available from Mr N. Turner, BOTB, Room 433, 1 Victoria Street, London SW1, tel. 01-215 5328.

Notices to importers

Issued by the Department of Trade, Import Licensing Branch, Charles House 375 Kensington High Street, London W14 8QH. Telephone inquiries should be addressed to the number at the end of the notice.

1656: Imports of textiles from the Republic of Korea

Notice to importers 1649, *Trade and Industry*, 6 January 1978, stated that goods subject to quotas established under the EEC-Korean textile agreement would be licensed under the transitional provisions set out in that notice, until the Korean authorities were ready to undertake administration of the quotas.

Categories 2, 3, 4, 5, 6, 7, 8, 14B, 15B, 16, 17, 22 and 35, as set out in NTI 1649, are being export-administered immediately. Traders wishing to import goods falling within these categories should therefore obtain from their supplier a 1978 export quota certificate, and submit this to Import Licensing Branch, together with their application on form ILB/A.

Furthermore, Import Licensing Branch has now issued import licences up to the agreed interim limit for category 21, as set out in NTI 1649, and no further import licences will be issued for this category until such time as the Korean authorities take over administration of the quota.

Inquiries: Import Licensing Branch, tel. 01-603 4644 ext. 311.

1657: Imports of cotton cloth from Pakistan

Further to notice to importers 1649, *Trade and Industry*, 6 January 1978, Import Licensing Branch has now issued import licences up to the agreed interim limit for the following goods originating in Pakistan:

Category	Tariff heading	Description
2	55.09	Other woven fabrics of cotton

No further import licences will be issued until such time as the Pakistani authorities take over administration of the quota.

Inquiries: Import Licensing Branch, tel. 01-603 4644 ext. 367.

1658: Imports of textiles from Romania

Notice to importers 1649, *Trade and Industry*, 6 January 1978, stated that goods subject to quotas established under the EEC-Romanian textile agreement would be licensed under the transitional provisions set out in the notice, until the Romanian authorities were ready to undertake administration of the quotas.

It is now understood that the Romanian authorities have begun to administer the quotas. Traders wishing to import goods falling within the categories set out in NTI 1649 should therefore obtain from their supplier a 1978 export certificate, and submit this to Import Licensing Branch together with their application on form ILB/A.

Inquiries: Import Licensing Branch, tel. 01-603 4644 ext. 276.

Advertisements for 'Trade and Industry'

All advertisement inquiries and bookings should be addressed to our advertisement department, at 13 Great James Street, London WC1, telephone 01-242 9478.

Overseas trade exhibitions

Lively start for textiles at Heimtex fair

From R. Weatherburn, British consulate-general, Frankfurt

Despite the internationally depressed trading conditions in the textile world Heimtex held in Frankfurt from 11 to 15 January, the largest and most important international trade fair for household and home furnishing textiles – including floor coverings – got off to a very lively start. The fair organisers claim that the event attracted about 60 000 trade buyers, an increase of 7 per cent on the 1977 figure. Of these, 17 000 were non-German and from 74 countries, the largest number being from France, Belgium, Switzerland, the Netherlands, Italy, the UK, Austria, Sweden, Spain and Denmark. There were buyers from north America and Japan, but buyers from the Middle East were conspicuous by their absence.

The British contingent, 146 firms, was by far the largest non-German national group at the fair. There were three joint ventures sponsored by British Overseas Trade Board and the relevant trade associations.

The largest of the joint ventures was sponsored by the British Carpet Manufacturers Association in which about 70 firms participated. This group displayed products spanning the whole of the floor-coverings sector. Tufted velour carpets still remain the most popular type of carpeting with the trade buyers – the market for carpeting in the Federal Republic of Germany comprises 98 per cent tufted carpeting. Oriental rugs were also in great demand and indications are that this trend will strengthen during the next few years. The absence of buyers from the Middle East was felt by this group but nevertheless they enjoyed what the majority of exhibitors referred to as an average fair.

The joint venture sponsored by the National Wool Textile Export Corporation comprised 49 firms including eight showing under the mantle of the Design Council, London. Because of the different product sectors this group is split into three sub-groups: household furnishings; blankets; travelling rugs, towels; and the Design Council group, showing mainly curtaining and upholstering fabrics. Results achieved by members of this joint venture varied considerably. One company, showing furnishing fabrics, did extremely well. At the other end of the scale there were firms who had undoubtedly expected to have done better, but none of the exhibitors was totally disappointed. One of the products in this sector which attracted a great deal of attention was textile wall coverings and the three joint-venture participants showing ranges of this type of product all did very good business indeed.

The smallest of the joint ventures was that sponsored by the Irish Linen Guild, consisting of eight firms showing a very attractive range of household linen. All members of this group were very pleased with the results achieved and by the end of the third day most had already taken orders in excess of the total number and value of orders taken at the 1977 event. The trend towards quality in all sectors was very noticeable and majority opinion in the trade is that this will continue.

Record attendance at NJ china and glass show

From Roland Willcox, British consulate-general, Philadelphia

Twenty-two British exhibitors took part in a joint venture at the twentieth annual china and glass show, held in Atlantic City, from 8 to 12 January, under the joint sponsorship of the British Overseas Trade Board and the British Jewellery Giftware Federation. This was the fourth successful joint venture to take place at the New Jersey venue, a premier shop window for British goods. The exhibition, also known as the international table-top market, is sponsored by the China, Glass and Pottery Association of America Inc, and managed by George Little Management Inc of 261 Madison Avenue, New York.

A record number of buyers, over 17 000, from all parts of the United States and nearby countries attended. Space at this exhibition is always at a premium, attendance and number of exhibitors having tripled and doubled respectively in the last five years.

Many of the members of this year's joint venture were showing for the second or third time. British companies occupied an improved central position this year on the lower of the three levels housing the exhibition bringing a wide range of products to visiting buyers. Some $320,000 worth of goods were sold in four working days, an average of over $15,000 per British joint-venture member.

Buying has picked up after a lull in 1977 reportedly caused by overbuying for the 1976 bicentennial. Purchasing for 1978, it is believed, will be on a more frequent, possibly two to three-month, basis with re-orders rather than the more common six-monthly pattern, reflecting some caution and tighter control of cash flow and inventories.

Retail prices are expected to rise in 1978 from 6 to 8 per cent across the board by all except a few firms who intend to streamline production and plan only what they term nominal increases. Since autumn 1977 smaller stores have experienced stronger sales than the majors who by marking up too high paved the way for competition from the small store.

WATER, AIR and LIFE

A Trade Fair on the theme of Environmental Pollution Control

IRKUTSK, (USSR) 18-24 June 1978

Sponsored by the Soviet Chamber of Commerce and Industry

Applications are invited from Exhibitors in the following fields:
—Apparatus and monitoring devices used in the control of water, air and noise pollution
—Disposal and conversion of waste products
—Energy conservation

Soviet visitors to the Fair will include:
Delegates from the Soviet Academy of Sciences; representatives from Central Purchasing organisations; from the Foreign Trade Ministry and Gossplan; from the economic ministries and town councils of the various Soviet Republics; engineers and business managers responsible for waste disposal and treatment in industry, agriculture and stockbreeding.

Latest date for applications: 15 March 1978

Any inquiries should be addressed to: G. A. Michel 10 Norland Place, London W11 4QG, tel: 01-727 3844

Foreign participation to the Fair organised by: Office Publicitaire de France, 2 rue de Sèze, 75009 Paris Tel: 073-7440 or 742-2719 Telex 210972

YOU ARE CORDIALLY INVITED

TO THE

SEOUL TRADE FAIR

APRIL 11—MAY 16, 1978

SEOUL, KOREA

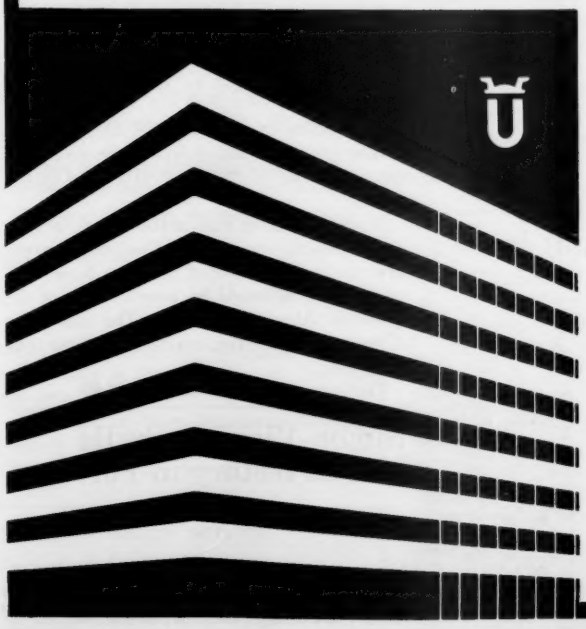
An excellent opportunity to meet Korean manufacturers on their home ground as well as to see the full range of products available.

Korea Trade Centre
16/21 Sackville Street, London W1X 1DE
Tel: 01-439 0501/2/3. Telex: 22375

Enquiries: Korean Air Lines
Tel: 01-930 6513/4

Booking: Korean Travel Ltd.
Tel: 01-584 3500 or 01-584 2267

spring fair



utrecht netherlands 5th-9th march 1978

daily from 9 am-6 pm, but on sunday 5th march from 10 am-6 pm.

exhibition programme
clocks, gold and silverware / optics / glassware, pottery, crystalware and china / cutlery / housewares / giftware / far eastern articles / handicraft articles / costume jewellery / toileteries / smoker's requisites / lighting goods / leather goods / toys, handicraft and hobby requisites, sports goods and party novelties / office supplies and -machines / stationery.

RELATIE 78
exhibition of business gifts and premiums
6-9 march 1978

organisation/catalogue
royal netherlands industries fair, utrecht
phone: (030) 914 914 - telex 47132.

u.k. agents
ECL (exhibition agencies) ltd.,
11 manchester square, london WIM 5 AB
phone: 09 - 44 1 486 1951

Overseas trade export successes

Davy-Loewy win £88m order from Brazil

Davy-Loewy, international engineers and manufacturers for the metals industries, has won an £88 million order from Acominas (Aco Minas Gerais, SA), of Brazil. As part of a $3.4 billion project implemented by Acominas, Davy-Loewy's contract is for the design, manufacture and supervision of erection for a semi-continuous rolling mill producing billets to be built on a green field site at Ouro Branco near Belo Horizonte in the state of Minas Gerais, Brazil.

The mill is part of a complex designed for the production of medium and light-section billets. A part of the mill will be manufactured in Brazil to Davy-Loewy designs, but the majority will be designed and manufactured by Davy-Loewy. Substantial sub-contract work for the mill electrics will also be placed by Davy-Loewy in the UK.

The semi-continuous billet mill is designed initially for a stage 1 throughput of 2 million ingot tonnes/annum of bloom, billets and slabs. The bulk of the product of blooms and billets is to be used for producing heavy and medium steel sections in another part of the complex.

The mill will comprise a 1060 mm × 2200 mm reversing bloom stand followed by four continuous billet stands. Ingot weights range from 9 tonnes in carbon steel and rail steel qualities to 16 tonnes in carbon steel quality. Product sizes range from 260 mm × 350 mm out of the bloom mill to 145 × 145 mm out of the billet mill.

For stage 2 the throughput will be increased to 3 million ingot tonnes/annum and the product range will be extended down to 80 mm × 80 mm billets.

Commissioning of the mill is scheduled for late 1980.

Further information: circle 346

Polykneader sent to Spain

The hardware at the heart of a £½ million export to Spain. The screw, part of a Polykneader that will continuously process up to 35 tonnes an hour of anode paste in an aluminium smelter in San Ciprian (Galicia), is a series of segmented flights made from a special case hardened material. The Polykneader, which weighs 54 tonnes and is the largest of its type, was built at Peterborough, for Baker Perkins Chemical Machinery Ltd by its sister company, Baker Perkins Ltd.

Further information: circle 345

British built refinery on stream in West Africa

Humphreys and Glasgow Ltd and William Press (International) Ltd, operating as a joint venture, have designed and built a £25 million refinery in the Republic of Togo. The refinery has a crude distillation capacity of one million tonnes a year.

About 80 per cent of the refinery product is contracted for export markets. The refinery project was financed by Hill, Samuel and National Westminster Bank and backed by the Export Credits Guarantee Department.

Further information: circle 347

Contract helps put India's first oil field on stream

Merseyside-based Land and Marine Engineering has won a £6 million contract for four pipelines for India's first oil field.

The 13.1 km pipeline route will cross Bombay Harbour between Karanja and Nhava. This is the central section in a supply line stretching from the oil platform, nearly 200 km away in the Indian Ocean, to the refinery at Trombay, about 5 km from Nhava.

The four lines (36 in, 18 in and 2 in × 8 in) will cross the harbour islands of Penje and Sheva, following the route proposed by Land and Marine Engineering and chosen by the Oil and Natural Gas Commission of India. The three underwater sections between islands account for about half of the total distance.

The steel pipelines are protected with a bitumen/glass-fibre wrap and are weight-coated by reinforced concrete. They will be laid in pre-dredged trenches, prepared by a small cutter suction dredger. They will carry gas, oil and, in the two smaller ones, chemicals extracted from a crude oil separation plant to be built at Karanja. Under a separate contract, Land and Marine will also pull ashore the two main oil and gas feed lines coming in from the offshore field.

Further information: circle 348

Egyptian cable order for TCL

Telephone Cables Ltd has recently contracted to supply considerable quantities of coaxial type telecommunication cable for installation in the Arab Republic of Egypt. The requirement is for two separate projects being undertaken by Standard Telephone and Cables Ltd, of Basildon, who have sub-contracted the manufacture of the cable to TCL.

The first contract is for the installation of a 'cable link' which runs from Cairo to Suez and then northward along the Suez Canal to Ismailia and, finally, Port Said. The overall route is nearly 200 miles and apart from a small quantity of ducted cable and sub-aqueous cable, the major requirement is for a lead covered and armoured type cable to be buried direct in trenches. For a distance of some 70 miles the telephone cable lies adjacent to an overhead open wire high voltage line and the cable for this section has been specially screened to guard against the effect of induced voltage which may result from a fault on the power line.

The second contract is for a lateral 'cable link' which runs from the Port of Alexandria westwards to the Egyptian-Libyan border at Sollum. Here again the prime requirement is for directly buried armoured cable and the overall route length is approximately 353 miles.

The cables are all lead-alloy sheathed and further protected with polythene or steel tapes etc., according to the required area of installation.

Manufacture of the initial drum lengths have now been completed. Completion of the first contract is planned for May-June 1978 and will be followed by manufacture of the cables for Alexandria-Sollum. The total value of the cable for the two contracts is a little over £2 million.

Further information: circle 349

Simon-Vicars to build biscuit factory in Portugal

Simon-Vicars Ltd, Newton-le-Willows, Merseyside is to build and equip a biscuit factory in Portugal under a contract placed by Companhia Industrial de Portugal e Colónias.

Simon-Vicars and its sister company, Simon Food Engineers of Stockport, are responsible for the engineering design, supply of equipment, supervision of installation and commissioning. The initial equipment supply contract is worth £1.3 million.

Simonbuild of Stockport is responsible for the civil engineering design and services, and will co-ordinate all phases of the work. The three Simon companies will work together to ensure completion in early 1980.

The factory will be built near Sintra about 20 km from Lisbon and will replace an existing plant in Lisbon. It will eventually accommodate machinery for six fully-automatic production lines and a wafer production system. Some of this machinery will be transferred from the existing factory.

Initially, Simon-Vicars will supply mark 2 high-speed dough mixers, a complete cracker production line incorporating an advanced design VCL dough laminator, and other major oven and process components to modernise transferred equipment. Simon Food Engineers will supply systems and machinery for the intake, pneumatic and mechanical handling, storage and distribution of bulk ingredients.

Further information: circle 350

Margarine wrapping machines on their way to Russia

Bristol Packaging Machines Ltd of Bristol will be supplying 32 margarine wrapping machines to Russia. The order is worth over £1 million and was negotiated direct with Technipromimport.

In addition, Bristol Packaging Machines will supply to Technipromimport, through Johnson and Co of Wokingham, 18 mark IV wrapping machines. This contract is worth over £1 million.

It is expected that once commissioned these machines will operate on a continuous basis of 110 hours per week. The mark II machines are designed to run at 110 packs per minute and mark IV machines at 220 packs per minute. Assuming a 90 per cent efficiency, the mark II's will give a through-put of 20 908 000, while mark IV's, will give a through-put of 23 522 000, making a total of 44 430 000 packs per week.

Further information: circle 351

Plessey wins contract for communication system

Plessey EAE Ltd, the oil-industry service group based in Great Yarmouth, has been awarded a contract to the value of £1.8 million by the Gulf of Suez Petroleum Company (Gupco). This is for the supply and commissioning of a 24-channel communication system between Cairo and the Gulf of Suez oil terminal at Ras Shukair.

A microwave system will link Cairo to a liquid petroleum gas plant near the city which in turn will be connected to Ras Shukair by a 273 km tropospheric scatter link. This span covers 4500 ft mountain ranges and wide stretches of desert.

The system will operate in quadruple diversity and will employ 1 kW power amplifiers and 18 m diameter parabolic antennas. Predetection combining will be employed resulting in an overall design reliability in excess of 99.5 per cent. At Ras Shukair, the terminal will be linked to the off-shore oil complex by several 1.5 GHz microwave links to be supplied by Plessey Avionics and Communications. VHF links will in turn connect drilling rigs to the main platforms and thence to the control centre at Ras Shukair.

The complete installation will be overlaid with a supervisory system monitoring the capability of the communications network, materially assisting Gupco in increasing the efficiency of its Gulf of Suez operations.

Further information: circle 352

Amex buys British pocket paging system

Amex the American Stock Exchange, New York, is to install a new high-speed digital pocket paging system developed by the British firm, Multitone Electric Co Ltd. The system will be the first in the world to combine several distinctive alert tones with a numerical display and is expected to be installed by June.

Multitone Electronics Inc, the British company's American subsidiary, was awarded the contract which is part of the Amex $2.5 million expansion programme. According to Amex, the system was picked because the expansion will require elevation of members' communication booths, now along the west side of the building, onto balconies on the north and south sides of the floor. The balconies will put brokers out of view of their clerks, and make obsolete the traditional shouts and hand signals.

The pagers will incorporate a battery-saver circuit for economical usage, a call memory which stores the most recent calls received, and an out-of-range warning which tells the user when he has left the system's coverage area.

Brokers using the pagers will be able to determine from the tones and numerical display the source of any call to them, and will then be able to communicate directly with the caller through a telephone system to be installed under the balconies and throughout the floor.

Further information: circle 353

SpanSet sends car lashings to Russia

SpanSet Ltd, of Knutsford, Cheshire, has received an order from the USSR for 500 of their polyester car lashings. These will be used to secure cargo on a brand new ro-ro ship carrying Lada cars from Leningrad to Europe and the United Kingdom.

Further information: circle 354

Cowes boat firm wins Middle East order

Cheverton Workboats of Cowes has won an order worth more than £¾ million to supply three pilot launches and two general service launches to Qatar.

The vessels are two 8.2 m general service launches together with one 17 m and two 15 m pilot launches. The craft will be operated by the pilot service at the capital and port of Doha. The 8.2 m craft have already been shipped, the first 15 m vessel has been launched and is approaching completion, while the other craft are under construction. Completion of the entire contract is due within 12 months.

The craft are all based on Cheverton standard heavy-duty glass-fibre hulls; the three larger vessels are being built to Lloyds 100-A1 standard, and the hulls of all craft are moulded under Lloyds supervision.

Further information: circle 355

One of the five craft headed for Qatar.

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Overseas trade country data

Australia

Screws for wood. A notice in *Trade and Industry*, 23 September 1977, reported that the Australian government had received a request for temporary protection against the import of screws for wood (tariff items 73.32.910 (steel) and 74.15 (copper)). The government has now referred the matter to the Temporary Assistance Authority for inquiry and report. The public hearing will be held in Canberra on 9 February and firms and trade associations intending to submit evidence should do so immediately if they have not already done so. Correspondence should be addressed to the Temporary Assistance Authority, PO Box 80, Canberra ACT 2600, Australia.

Inquiries: CRE 01-215 5319.

Ref: CRE 1527/77

Ban on children's hazardous nightwear. The Australian government has announced prohibitions under section 63AA of the Trade Practices Act on the sale and importation of children's hazardous nightwear. Action has also been taken to prohibit children's nightwear which does not comply with AS 1249. This standard would require children's nightwear to be labelled for fire hazard in accordance with Australian standard 1989, 'Classification and Labelling of Children's Night Clothes'. It is intended that this standard become operative on 30 June 1978. The import ban came into force on 12 January 1978.

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

Barbados

Licensing of motor cycles: The Barbados authorities have announced that import licences are no longer required for motorcycles, auto-cycles and cycles fitted with an auxiliary motor, classified under tariff no 87.09.

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

Belgium

Excise duties on cigarettes. The *Moniteur Belge*, 251, 31 December 1977, published a decree dated 27 December 1977 amending the decree of 12 October 1977 concerning excise duties on cigarettes. The decree entered into force on 1 January 1978.

Copies of this decree (in French) are available.

Inquiries: OTAR 01-248 5757 ext. 288/466/467.

Mineral oils, benzols and similar products. The *Moniteur Belge*, 250, 30 December, 1977, published a decree dated 21 December 1977 amending excise duties on mineral oils, benzols and similar products. The decree entered into force on 1 January 1978. Copies of this decree (in French) are available.

Inquiries: OTAR 01-248 5757 ext. 288/466/467.

Finland

Import equalisation tax. The Finnish authorities have published changes to the rates of import equalisation tax which is levied on many goods in chapters 11 to 98.

Inquiries: OTAR 01-248 5757 ext. 460.

Minimum import prices. On 22 June 1977 the Finnish Ministry of Finance imposed a minimum input price of Fmks1.05 per pair on ladies' kneelength stockings (ex 60.03), to apply from 27 June 1977 to 26 June 1978. Hitherto the mip has not been enforced but it was decided on 13 January 1978 that the difference between the basic price and the mip will be collected from 19 January onwards.

On 13 January 1978 the Finnish Ministry of Finance renewed until 18 January 1979 the following mips: Fmks30.00 per pair on pigskin gloves, with or without lining, Fmks25.00 per pair on nappa gloves without lining, and Fmks30.00 per pair on nappa gloves with lining (all ex 42.03 A).

No further information is available.

Inquiries: OTAR 01-248 5757 ext. 460.

France

Animal feeding stuffs. Annex II to the order of the Ministry of Agriculture, 1 February 1977, listed a number of additives the use of which in animal feedingstuffs was only allowed until 31 December 1977.

A new order dated 30 December 1977 has now extended the use of these additives for an undetermined period beyond 31 December 1977, except for furazolidone, nitrofurazone and bifuran which are no longer allowed. Copies of the French text of this new order can be obtained from OTAR.

Inquiries: OTAR 01-248 5757 ext. 423.

Gibraltar

Weights and measures ordinance. The *Gibraltar Gazette*, 1722, 15 December 1977, carried legal notice 161, 1977 which stated that all the provisions (except those contained in section 11(3)) of the Weights and Measures Ordinance 1977 (referred to in *Trade and Industry*, 30 September 1977) shall come into force on 1 January 1978. No further information is available.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Grenada

New customs tariff. The Grenada authorities have introduced a new single-tier customs tariff. The commonwealth preferential duty rate has been abolished.

Inquiries from British exporters about this notice should quote the tariff numbers or specify the products in which they are interested.

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

Iraq

Trade marks. Under the provisions of law 64, trade marks registered in Iraq in English only must be re-registered in Arabic and if required, in English, before 16 February. Firms concerned should instruct a registered agent for trade marks to submit an application on their behalf. Most of the leading lawyers in Iraq are on the registered agent list. It should be noted that while brands may be sold in Iraq they are not protected if the trade mark is not registered.

Jamaica

State trading corporation subsidiaries. Further to *Trade and Industry*, 9 December 1977, page 513, the Jamaican authorities have announced that the following new subsidiaries of the Jamaica State Trading Corporation have now been established: Jamaica Building Materials Ltd (managing director, R. Williams); Jamaica Medical Imports Ltd (managing director not yet named). Either subsidiary can be contacted by writing direct to the managing director at the Intercontinental Hotel, PO Box 47, Kingston, Jamaica.

No announcement has yet been made concerning the subsidiary which will be

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Export (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

responsible for importations of textiles and leather, but the above address may be used as a contact point. No further details are available at present.

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

Republic of Korea

Import duties. The Korean government has announced changes in the temporary rates of duty for the following items, with effect from 1 January 1978. The majority of changes amount to a reduction in duty.

CCCN	Description	New temporary rate of duty
ex 01.03	Live swine for breeding	Free
ex 01.04	Live sheep	Free
ex 01.05	Live chickens for breeding	Free
ex 01.06	Live rabbits for breeding	Free
10.03	Barley	Free
ex 12.01	Soybeans	15%
ex 15.02	Beef tallow	10%
25.03	Sulphur	5%
ex 26.01	Metallic ores	Free
ex 27.10	Kerosene	Free
ex 27.10	Light oil	Free
ex 27.10	Heavy oil	Free
ex 27.10	Extending oil	15%
ex 27.14	Petroleum asphalt	Free
ex 28.20	Aluminium oxide	5%
ex 28.44	Agricultural chemicals	Free
ex 38.11	Pesticides	Free
ex 29.01	Butadiene	10%
ex 29.01	Benzene	10%
ex 29.02	Vinyl chloride monomer	15%
ex 29.16	Citric acid	50%
ex 30.02	Vaccines	Free
ex 37.01	X-ray film	20%
ex 37.02	X-ray film	20%
ex 38.19	Catalysts	10%
ex 38.19	Chrome ore residue	5%
ex 44.03	Logs for rural housing	Free
ex 44.03	Lauan and other timber	5%
47.01	Pulp	10%
ex 48.01	Paper for condenser	25%
ex 48.07	Impregnated paper for condenser	30%
ex 48.15	Impregnated paper for condenser	30%
ex 49.11	Catalogues	Free
55.01	Raw cotton	Free
ex 73.03	Iron scrap for smelting	1%
ex 73.15	Stainless steel hot coil	10%
ex 73.15	Steel rods of high carbon	10%
ex 73.16	Railway track	Free
ex 74.01	Cement copper	5%
ex 74.01	Copper scrap	10%
ex 82.05	Tools for making bolts and nuts	10%
ex 84.06	Diesel engines	10%
ex 84.06	Internal combustion engines for locomotives	Free
ex 84.06	Semi-finished nozzles and nozzle holders	10%
84.38	Textile machine parts	5%
ex 84.44	Rolls for rolling mill	30%
ex 86.06	Railway workshops	Free
ex 90.24	Thermostats for refrigerators	60%
ex 90.28	Non-electronic automatically controlling instruments	20%
98.14	Sprayheads	50%

For the following items a lower temporary rate of duty has been introduced together with a reduction in defence tax:

CCCN/Description	New temporary rate of duty	Defence tax
ex 41.01		
Raw hide	0.3%	0.02%
ex 48.01		
Kraft liner	0.1%	0.01%
ex 51.01		
Synthetic yarns for wigs	0.1%	0.01%
ex 51.02		
Synthetic yarns for wigs	0.1%	0.01%
ex 67.03		
Human hair	0.4%	0.03%

Inquiries: OTAR 01-248 5757 ext. 420/475.

Malaysia

Motor vehicles: smoke control regulations. The Malaysian government has passed the Motor Vehicles (Control of Smoke and Gas Emission) Rules, which will come into force on 15 March 1978.

Every motor vehicle powered by a four-stroke petrol engine (other than a motor cycle) first registered on or after these rules come into force must be constructed or equipped with a device which prevents the escape of gas from the crankcase into the atmosphere. No person may use a motor vehicle which emits smoke of a density which exceeds 50 hartridge smoke units. Motor vehicles may be detained for inspection and test if suspected of exceeding the smoke limit. A free acceleration test will be carried out – this is a test for smoke emission carried out in neutral gear at highest acceleration.

Any person who does not comply with these rules is liable to a fine or a term of imprisonment.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Penang, free port status terminated. The Malaysian government has passed the Customs Duties (Penang) Order 1977, which came into force on 19 December 1977, and amends the first schedule of the Customs Duties Order so that; 1 import duties shall be levied on, and paid by the importer in respect of the goods listed in columns 1 and 2 at the rates specified in columns 4 or 5 imported into Penang; 2 export duties shall be levied on, and paid by the exporter in respect of the goods listed in columns 1 and 2 at the rates specified in column 6 exported from Penang.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Mauritius

Import licensing. Government notice, 177, published in *Government Gazette*, 87, 4 October, 1977, added the following to the list of goods requiring an import licence: frozen mutton, beef and goat.

Inquiries: OTAR 01-248 5757 ext. 471/462/472/473.

Nigeria

Import licensing. According to a press release dated 23 January the federal military government has placed the importation of computers into Nigeria under licence with effect from 18 January 1978.

An embargo has also been placed on the purchase and installation of computers by all ministries, parastatals and public institutions including the universities pending the submission of a report by a committee in the Ministry of Economic Development on the use of computers in Nigeria. Further information will be published as soon as it is available.

Inquiries: OTAR 01-248 5757 ext. 473.

Weights and measures. *Trade and Industry*, 12 November, 1976, page 450 gave notice that the Nigerian Federal Ministry of Trade had amended the weights and measures decree 1974 in relation to pre-packed consumer goods by extending until 31 December 1977 the period during which imperial units of measurement would be allowed along with metric units.

The British high commission in Lagos have now been informed by the Director of the Nigerian Standards Organisation that the question of the implementation time of the weights and measures (revocation) (amendment) order is still being looked into. British firms should ensure that their exports carry dual markings (imperial and metric) until such a time when a decision is taken on the implementation time of the revocation order. It will contravene the Nigerian law to export to Nigeria any pre-packed goods carrying imperial labelling only.

Inquiries: OTAR 01-248 5757 ext. 473.

New Zealand

Commission of inquiry into motor vehicle parts. The commission of inquiry into motor vehicle parts has now issued its report, as was stated in *Trade and Industry*, 20 May 1977 and *Trade and Industry*, 19 August 1977. In its report the commission has made the following recommendations:
import duties should be abolished; sales tax should be abolished or alternatively, it should be refunded for parts used in heavy passenger transport, heavy freight vehicles and contractors' equipment and the method of assessment and collection changed; that an attempt be made to set up standard mark-ups for spare parts to apply throughout the industry from landed cost to retail; that the pricing system be changed to allow the sale of parts valued at less than $100 to be charged on the basis of the last purchase price of those parts.

Copies of the Minister of Trade and Industry's press statement about the report are available to UK exporters.

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

Norway

Tax changes and profit freeze. As a result of the Norwegian budget for 1978 the rates of tax on the following items have been amended, except where otherwise stated, as from 1 January 1978:

Beer and spirits [1]
Motor vehicles [1]
Tobacco and tobacco products [1]
The tax on petrol has been increased from Kr0.95 to Kr1.10 per litre
The tax on chocolate and sugar confectionery, currently at Kr5.00 per kg is to be increased from 1 May 1978 to Kr6.00 per kg
The rate of investment tax paid by industrial and mining concerns on new investments has been reduced from 13 per cent to 9 per cent

New temporary regulations (effective from 1 December 1977) have been issued to control prices. The regulations state that 'importers, wholesalers and retailers must when selling an article not charge, or accept, a price that includes a higher profit percen-

tage than that incorporated in the price of the same or similar article on 18 April 1977. Increased purchase prices cannot form the basis of price calculations of cheaper goods purchased earlier[3]. These regulations supersede those issued by royal decree of 2 September 1977 which were referred to in the notice published in *Trade and Industry*, 14 October 1977.

British exporters may obtain further information on items marked [1] above and/or an unofficial translation of the regulations.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Pakistan

Import duty changes. The government of Pakistan has announced numerous import duty changes effective from 1 January 1978. The changes are mainly increases and are aimed to finance a budget deficit.

Items affected are as follows:

1 CCCN nos.

04.03, 35.05, 37.01 to 37.02, 37.04 to 37.05, 39.01 to 39.06, 40.01 to 40.03, 40.05 to 40.10, 40.12 to 40.16, 42.04, 42.06, 44.13, 45.04, 47.02, 48.01, 48.08, 48.15, 48.20 to 48.21, 51 01, 51.03, 56.05, 56.06, 59.08, 59.15 to 59.17, 63.01, 68.04, 68.06 to 68.07, 68.13 to 68.14, 69.01 to 69.03, 69.09, 70.20 to 70.21, Chap. 73-81 (inclusive) 82.02 to 82.07, 83.08, 83.15, 84.01 to 84.23, 84.26 to 84.27, 84.29 to 84.42, 84.44 to 84.50, 84.56 to 84.57, 84.59 to 84.65, 85.01 to 85.02, 85.04 to 85.05, 85.08, 85.11 to 85.12, 85.15 to 85.28, 87.02, 87.06, 89.04, 90.07, 90.09 to 90.10, 90.26, 90.28, 91.06, 96.02 to 96.03, 98.07.

2 Items not specified by CCCN nos. Television components and materials imported by recognised assemblers of TV reception apparatus; bicycle components and materials imported by recognised assemblers or manufacturers of bicycles; components and raw materials imported by recognised manufacturers for manufacture of industrial machinery.

Inquiries from British exporters should specify the item(s) in which they are interested, preferably with CCCN numbers.

Inquiries: OTAR 01-248 5757 ext. 420/475/7062.

Sales tax. The government of Pakistan has announced the following change in sales tax effective from 1 January 1978.

CCCN no.	Description	New rate	Old rate
ex 48.01	Wrapping paper weighing more than 32 but not more than 220 grams per square metre	20%	(10%)

No further details are available.

Inquiries: OTAR 01-248 5757 ext. 420/475/7062.

Philippines

Medical equipment. The Philippines government has issued presidential decree 1258 which came into effect on 29 December 1977 and remains in force until 31 December 1980 and reduces, under certain conditions, customs duties to 10 per cent *ad valorem* on the importation of certain hospital/medical equipment, machinery, implements and supplies as follows:

Tariff no.	Article	New rate of duty
37.01	X-ray films: 8 in by 10 in, 10 in by 12 in, 11 in by 14 in, 14 in by 17 in	*Ad val* 10%
37.08	Developer, fixer, starter and hardener used in the production of X-ray images	*Ad val* 10%
39.02	Polyethylene tubing, flexible, for hemodialysis machine; tetrafluoroethylene (Teflon) tape	*Ad val* 10%
40.12	Catheters	*Ad val* 10%
40.13	Surgical gloves	*Ad val* 10%
48.21	Electrocardiograph paper and disposable face masks for use in hospitals	*Ad val* 10%
73.32	Washer for steriliser	*Ad val* 10%
73.35	Adjusting spring, spring guide and main spring for steriliser; spring valve cup, triac retaining ring for water valve for steriliser	*Ad val* 10%
84.17	Disc, disc holders, valve ball seat and gasket, power diaphragm and black housing and vacuum breaker for steriliser; replacement disc for steriliser	*Ad val* 10%
85.20	Skylux glass bulbs for operating lamps	*Ad val* 10%
90.18	Resuscitators or oxygen apparatus	*Ad val* 10%

These reductions shall only cover importations of hospital/medical equipment, machinery, implements and supplies included in the list above which are directly and actually needed and will be used exclusively in the treatment and care of the sick by the hospital-importer as certified to by the Department of Health. Shipping documents covering the importation shall be in the name of the hospital-importer to whom the goods shall be directly delivered by customs authorities.

In addition to the previous conditions, reduction in duties shall be allowed only to the importation of hospital/medical equipment, machinery, implements and supplies that are not available locally in sufficient quantities and of comparable quality and cost as certified to by the Board of Investments. Further, only hospitals licensed by the Department of Health and accredited by the Philippine Medical Care Commission, having at least 25 beds and maintaining a ward dispensing free medical services to indigents (poor, needy) may qualify for the incentives granted under this decree.

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

Singapore

Car seat belts. The Singapore government have issued The Motor Vehicles (Seat Belts) Rules 1977 which came into operation on 30 December 1977. Copies of these rules are available.

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

South Africa

Documentation. Further to the information issued in *Trade and Industry* of 20 January 1978, a certificate of origin known as form DA 59 will be required with effect from 1 April 1978. Supplies of form DA 59 should be available shortly from commercial stationers.

Inquiries: OTAR 01-248 5757 ext. 471/462/472/473.

Customs tariff application. Customs tariff application list 2/78, published in the South African *Government Gazette* of 28 January 1978, contains an application to the Board of Trade and Industries for increase in duty on:

1 Refractory bricks classifiable under tariff subheading 69.02.10;

2 Textile fabrics of a kind commonly used for interlinings classifiable as follows:

Tariff subheading	Description
59.07.90	Textile fabrics, coated with gum or amylaceous substances
59.08.30	Textile fabrics impregnated, coated, covered or laminated with preparations of cellulose derivatives or of other plastic materials
59.03.05	Bonded fibre fabrics, similar bonded yarn fabrics whether or not impregnated or coated
56.07.38.20	Textile fabrics commonly known as haircloth and fabrics stiffened with size or the like, containing more than 50 per cent cellulosic fibres and of a value for duty purposes per m^2 exceeding 35c

3 Centrifuge and laundry washing machines, assembled or unassembled, with a dry mass loading capacity not exceeding 7 kg, classifiable under tariff subheadings 84.18.25.10 and 84.40.10.10;

4 Ammonia, anhydrous or in aqueous solution, classifiable under tariff heading 28.16.

Those British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association. If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET.

Inquiries: CRE 01-215 5274.

Customs tariff changes. The following amendments were published in the South African *Government Gazette* of 6 January 1978.

R 61 CCCN 39.02. The effect of this amendment is that pressure-sensitive plates, sheets, strip film and foil of vinyl chloride polymers or copolymers, of a thickness exceeding 0.05 mm but not exceeding 0.25 mm is made subject to a rate of duty of 25 per cent or 100c per m^2 less 75 per cent.

R 62 CCCN 84.06, 87.01, 87.02 and 87.04. The effect of this notice is that: 1 a rate of duty of 20 per cent or 1000c per kg less 80 per cent will now be payable on pistons, machined, whether or not fitted with gudgeon pins, piston rings or cylinder liners or sleeves, not incorporated in engines, including those imported as original equipment with unassembled motor vehicles classifiable in subheadings 87.01.60, 87.02.15, 87.02.22, 87.02.24 and 87.02.60 and unassembled chassis classifiable in subheadings 87.02.70, 87.04.20 and 87.04.25; and 2 a rate of duty of 20 per cent will now be payable on gudgeon pins, piston rings and cylinder liners or sleeves, not incorporated in engines, imported as original equipment with unassembled motor vehicles classifiable in subheadings 87.01.60, 87.02.15, 87.02.22, 87.02.24 and 87.02.60 and unassembled chassis classifiable in subheadings 87.02.70, 87.04.20 and 87.04.25.

R 63 CCCN 87.02 and 87.04. The effect of this amendment is that solid tyres imported as original equipment with unassembled motor vehicles and chassis for motor vehicles need no longer be entered as specified components.

R 64 CCCN 87.01, 87.04 and 87.05. The provisions for unassembled road tractors for semi-trailers and unassembled chassis for such road tractors as well as unassembled cabs for motor vehicles are amended with retrospective effect to 3 June 1977.

Industrial rebates

R 66 Item 317.04 and 317.05, CCCN 87.05, 87.01, 87.04. The amendments are consequential to the amendment to schedule 1.

R 67 Item 307.03, 317.06 and 317.11, CCCN 39.03, 74.05, 87.06 and 87.14. 1 Provision is made for a rebate of the full duty on cellulose acetate butyrate and cellulose acetate propionate for the manufacture of moulded plastic goods; 2 The provision for a rebate of duty on copper foil for the manufacture of motor vehicle radiators is withdrawn; 3 Provision is made for a rebate of the full duty on shock absorbers with a mass exceeding 100 kg each, brake gear, wheel rims, rear-axle sub-assemblies and wheel sub-assemblies for the manufacture of semi-trailers with bottom dumping doors; the deletion of tariff heading 74.05.

Drawbacks and refunds of customs duty

R 68 Item 522.06. Provision is made for a refund of the full duty on printed books, journals and periodicals provided the prescribed conditions are complied with.

Rebates and refunds of excise duty

R 69 Item 607.04.10, CCCN 29.35. Provision is made for a rebate of the full duty on plain spirits entered for use in the manufacture of diosgenin and diosgenin acetate.

Inquiries: OTAR 01-248 5757 ext. 471/472/473/462.

Import substitution. The private sector of South African industry has initiated a campaign aimed at replacing certain imports by home-produced goods. The seven organisations involved have announced that they will disseminate information regularly concerning local sources of supply.

Inquiries: CRE 01-215 5276.

Customs and Excise Act 1964. R.1 in the South African *Government Gazette*, 5840, 1 January 1978, published details of the change or deletion of certain tariff headings which are consequential to the amendments to the customs co-operation council nomenclature, the amendments to the explanatory notes to the nomenclature, and the new concept of value for duty purposes.

Inquiries: OTAR 01-248 5757 ext. 471/462/472/473.

Thailand

Tariff changes in petroleum gases. The Thai government have issued The Royal Proclamation on Customs Tariff, 32, B.E. 2520 1977 which came into force on 8 December 1977 whereby CCCN 27-11 is amended to read as follows:

Heading	Description	Rate of duty: Ad Valorem per cent	Specific Duty: Unit	Specific Duty: Rate per unit Baht
27.11	Petroleum gases and other gaseous hydrocarbons	–	Kg.	0.001

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

Import of pig iron. With effect from 20 December 1977 a permit is now required to import pig iron into Thailand. The Thai Ministry of Commerce has issued the following new regulations for the import of pig iron for use in certain local industries:

1 When applying to import pig-iron for use as raw materials in the production of steel, a permit will be granted only to steel manufacturers with electric furnaces;

2 The steel manufacturers applying for a permit under 1 must report the production capacity, the actual volume of production, within the fifth day of each following month;

3 When applying to import pig-iron for use as raw materials in the production of cast iron, a permit will be granted only when local pig-iron manufacturers are not able to manufacture enough to meet the demand, or are not able to meet the requirements of the said cast iron manufacturers. Applications for a permit to import pig-iron should be made to the Goods Control Division, Foreign Trade Department.

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

United States

Carbon steel wire rod. In the *Federal Register* of 22 December 1977, the United States Department of the Treasury announced the initiation of an anti-dumping investigation to determine whether carbon steel wire rod, not tempered, not treated and not partly manufactured originating in the UK, is being or is likely to be sold at less than fair value in the United States.

Inquiries: CRE 01-215 5397.

Motorcycle emission control. The *Federal Register* dated 5 January 1978 published rules by the Environmental Protection Agency for certification and test procedures for emission regulations for 1978 and later model motorcycles. Also published was a notice by the EPA giving details of a waiver of Federal presumption by California to amendments to the State emission control. A copy of the text is available.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Motor vehicle pollution. The *Federal Register*, 12 January 1978, published details of a notice by the Environmental Protection Agency to waive the federal standards and allow the State of California to adopt and enforce the California exhaust emission standards and certification procedure applicable to 1979 to 1982 model year light-duty and medium-duty vehicles other than a passenger car. A copy of the text is available.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Medical devices: lenses. The *Federal Register*, 6 January 1978, published a rule proposed by the FDA to provide an alternative method of testing impact resistant lenses for use in eyeglasses and sunglasses. Written comments (4 copies) by 7 March 1978 to Food and Drug Administration, Room 4-65, 5600 Fishers Lane, Rockville, MD 20857. A copy of the text is available.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Coal tar hair dyes. The *Federal Register*, 6 January 1978, published a proposal by the FDA to require a warning statement on labels concerning coal tar hair dyes containing certain ingredients that the ingredients may cause cancer. Written comments (4 copies) by 7 March 1978 to Food and Drug Administration, Room 4-65, 5600 Fishers Lane, Rockville, MD 20857. A copy of the text is available.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Metal furniture bearing lead paint. The *Federal Register*, dated 12 January 1978, published a rule proposed by the Consumer Product Safety Commission to amend the regulation which would exempt metal furniture articles (but not metal childrens' furniture) bearing factory applied coatings from the furniture banned by the regulation. Factory applied coatings for metal furniture do not chip or chalk and are inaccessible for ingestion by children. A copy of the text is available.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Have you a good industrial news picture?

Pictures are published in *Trade and Industry* each week showing developments in British industry. If your company has introduced an interesting new product, if you have received an award, if you have developed a novel manufacturing process, if you have produced the biggest or smallest or heaviest or (you feel) the best designed product, you are welcome to send us a photograph with a short news story. Contributions should be sent promptly – while the subject is still newsworthy – to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

Statistics

The economy: selected indicators

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries excl. shipping	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index Series in Stock level at end-1976	1970	£ million	£ million			£ million 18,041	10,528	1,830	1,929	£ million		
1970	100.0	31,696	9,453	2,130	1,799	444	325	68	−16	695	−25	720
1971	101.8	32,675	9,682	1,991	1,930	92	−148	52	18	1,058	280	778
1972	104.2	34,542	9,797	1,739	2,071	34	−145	48	15	106	−702	808
1973	110.4	36,062	10,253	1,753	2,414	1,321	597	102	379	−909	−2,353	1,444
1974	109.5	35,361	10,287	2,028	2,414	596	634	81	−109	−3,537	−5,194	1,657
1975	107.9	35,257	10,062	1,745	2,034	−743	−429	−111	−65	−1,647	−3,203	1,556
1976	110.1	35,405	9,724	1,659	1,974	66	5	23	9	−1,227	−3,571	2,344
1977		35,062 pe								59	−1,657	1,716
1976 1st qtr.	110 2	8,829	2,489	405	471	44	0	26	33	−65	−538	473
2nd qtr.	109.6	8,797	2,425	407	489	−57	−66	−20	−45	−350	−907	557
3rd qtr.	109.8	8,880	2,435	421	506	−1	−2	14	16	−446	−1,144	698
4th qtr.	110.8	8,899	2,375	426	508	80	73	3	5	−366	−982	616
1977 1st qtr.	109.8	8,761	2,248	419	507	155	125	51	102	−514	−928	414
2nd qtr.	110.0	8,665	2,231	432	509	235	164	39	−5	−305	−723	418
3rd qtr.	109.9	8,796	2,262	455	528	−81	−45	6	−44	405	−44	449
4th qtr.		8,840 pe								473	38	435 e
% change last 2 qtrs. on prev. 2 qtrs.	−0.3	+1.2	−2.8	+5.0	+2.2							
on a year earlier	+0.2	−0.8	−7.6	+7.1	+4.2							

	Industrial production		Personal expenditure		Prices and earnings					Labour (UK)			Visible trade (volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices	% increase on a year earlier	Wholesale prices: all manufacturing industry: basic materials and fuel used	Wholesale prices: all manufacturing industry: manufactured products: home sales	Average gross earnings of all employees (GB, all industries and services covered)	Unemployed excluding school leavers and adult students	% of total employees	Unfilled vacancies for adults	Export	Import
	at 1970 prices		at 1971 prices	monthly averages	(not seasonally adjusted)				(old series)	mid-month count		mid-month count	On a balance of payments basis	
													at 1970 prices	
Base of index £m in base year Series in	1970	1970	1971 15,895	thousands	Jan. 1974		1970	1970	Jan. 1970	thousands		thousands	1970 7,907	1970 7,932
1971	100.3	99.4	100.0	108.5	80.0	9.4	104.6	109.0	119.4	775.8	3.4	130.9	106.7	104.2
1972	102.5	102.0	105.8	138.6	85.7	7.1	109.2	114.8	134.8	854.9	3.7	147.3	107.1	116.7
1973	109.9	110.5	110.7	137.1	93.5	9.1	144.5	123.2	152.6	611.0	2.6	307.0	122.2	133.8
1974	106.9	108.8	109.9	102.8	108.5	16.0	215.3	152.0	179.6	599.7[1]	2.6[1]	302.7[1]	132.0	136.4
1975	101.5	102.2	107.9	97.2	134.8	24.2	235.4	188.7	227.6	929.0	3.9	150.0[1]	126.1	126.5
1976	101.9	103.0	108.1	104.7	157.1	16.5	299.0	219.6	263.3	1,269.8[1]	5.4[1]	120.4[1]	136.6	134.3
1977			105.7 p	107.1	182.0	15.8	340.2 p	261.7 p		1,378.2	5.8	155.3[1]	148.4	142.3
1977 1st qtr.	103.3	105.3	105.0	104	174.1	16.5	341.5	248.0	280.2	1,330.2	5.6	..	141.9	142.4
2nd qtr.	101.9	103.2	103.9	102	181.9	17.4	347.7	259.2	285.2	1,330.4	5.6	159.2	149.9	144.8
3rd qtr.	102.6	103.5	106.8	112	184.7	16.5	340.5	267.7	288.4	1,420.8	6.0	150.5	153.7	142.0
4th qtr			107.2 p	110	187.4	13.1	331.0 p	272.0 p		1,431.5	6.1	157.2	148.0	139.9
1977 Feb.	103.2	105.3	105.7	118	174.1	16.2	339.5	248.2	278.7	1,331.4	5.6	150.5	139.5	133.9
Mar.	103.3	105.5	103.1	102	175.8	16.7	347.2	250.8	283.8	1,321.1	5.6	157.3	144.1	139.5
Apr.	102.3	103.4	103.4	108	180.3	17.5	349.7	255.4	283.1	1,322.6	5.6	158.5	150.5	139.2
May	103.5	104.9	104.4	108	181.7	17.1	348.3	259.8	286.2	1,315.9	5.6	161.2	146.1	143.9
June	99.9	99.9	103.8	90	183.6	17.7	345.2	262.4	286.2	1,352.9	5.7	157.8	153.2	151.3
July	102.5	103.9	107.0	110	183.8	17.6	344.5	265.8	286.5	1,402.2	5.9	152.7	153.5	149.3
Aug.	102.6	103.2	107.2	124	184.7	16.5	338.8	268.1	288.7	1,413.8	6.0	154.1	152.0	131.9
Sept.	102.7	103.5	106.2	103	185.7	15.6	338.1	269.2	290.1	1,446.4	6.1	144.7	155.7	144.9
Oct.	101.5	102.5	105.4	118	186.5	14.1	333.8	271.0	294.6 p	1,433.4	6.1	153.4	150.0	140.4
Nov.	102.1 p	103.0 p	106.1	107	187.4	13.0	330.2 p	271.8 p	300.2 p	1,432.9	6.1	155.6	142.9	133.2
Dec.			109½p	104	188.4	12.1	328.9 p	273.3 p		1,428.1	6.0	162.7	151.2 p	146.2 p
1978 Jan.										1,428.4 p	6.0	182.8 p		
% change latest 3 months on prev. 3 months	+0.4	+0.7	+0.4	−2.4	+1.5		−2.8	+1.6	+2.7	−0.1			−3½	−1½
on a year earlier	−0.4	−1.2	−1.2	−2.9	+13.1		+0.3	+16.3	+9.6	+7.8			+4½	+1

p Provisional pe Preliminary estimate e Estimate .. Not available [1] Average of available months

Inquiries: 01-215 3453

Economic indicators of the industrial countries

The tables have been prepared for the convenience of users who do not have access to the sources themselves. International publications (as indicated) have been used, supplemented, where available, by later reports, denoted – e. The form of presentation adopted – indicators by subject – is for convenience only, and it must not be assumed that the indicators in the same table for different countries are strictly comparable. An attempt has been made to indicate major differences of definition, but the coverage and methods of collection vary considerably; this is partly due to different administrative procedures in various countries. Fuller details may be obtained from the sources indicated, and from the national publications of the countries concerned. Exchange rates are those used in the basic data sources. The group of industrial countries is taken as comprising the members of the Organisation for Economic Co-operation and Development (OECD), ie western Europe, north America, Japan, Australia and New Zealand. Consumer prices apart, New Zealand is excluded from OECD totals in that insufficient information is available.

The five tables in this article are published monthly. A full set of tables with commentary appears quarterly (see 2 December 1977).

Inquiries: 01-215 3442.

Table 1 Industrial production (excluding construction) seasonally adjusted

Indices 1970 = 100

	Belgium	Luxembourg	France	F.R. of Germany[2]	Ireland	Italy r	Netherlands	United Kingdom r	EEC[1]	Canada	United States	Japan	OECD
Weights in total	1.3	0.1	7.1	12.5	0.2	4.5	1.5	6.3	33.5	3.5	43.2	11.6	
1971	103	98.7	104	101.8	105	99.9	106	99.8	102	105.6	102.0	102.3	101
1972	109	102.8	112	105.7	109	104.4	111	102.1	106	113.0	111.0	110.2	108
1973	116	115.1	120	112.9	120	114.5	119	110.5	115	123.5	120.4	127.4	119
1974	120	119.1	123	111.3	122	119.0	125	108.5	115	127.4	119.9	123.5	119
1975	109	93.0	114	105.0	114	108.5	119	103.1	108	121.3	109.3	110.4	109
1976	118	98.8	124	112.7	125	121.1	126	104.2	115	127.4	120.4	125.4	119
1977											127.2		
1975 1st quarter	111	101.4	113	104	115	110.2	118	107.8	108	121.3	105.0	106.5	108
2nd	107	92.3	113	104	113	107.0	117	102.3	106	120.7	106.0	109.8	108
3rd	106	83.2	112	104	114	105.9	115	111.1	106	120.8	111.8	112.2	111
4th	110	94.2	117	108	116	110.8	123	102.3	110	122.3	114.4	112.9	114
1976 1st quarter	114	97.5	122	111	122	116.6	124	102.6	113	125.7	118.1	119.8	117
2nd	119	103.7	123	113	123	120.7	126	104.3	115	128.0	120.0	125.0	120
3rd	118	96.6	125	114	126	122.7	127	104.1	116	127.5	121.4	127.0	121
4th	119	97.7	125	115	127	127.9	129	105.7	118	128.4	122.0	129.3	122
1977 1st quarter	121	100.1	129	117	131	131.4	127	107.2	120	131.1	123.9	130.1	124
2nd	121	103.4	125	116	134	122.2	128	105.3	117	131.6	127.1	131.1	125
3rd	113	94.4	125	116	134	120.2	125	105.9	117	131.5	128.4	130.0	125
4th											129.4		
1976 January	112	96.4	120	111		112.0	123	101.6	111	124.6	116.6	116.5	115
February	114	98.4	120	112		118.8	123	103.1	114	125.8	118.1	119.0	117
March	117	97.7	122	110		119.0	125	103.1	114	126.6	118.8	122.7	118
April	120	100.6	122	112		118.6	127	103.9	115	127.5	119.1	125.9	119
May	119	108.0	122	111		124.1	123	105.8	115	127.5	120.2	123.4	120
June	121	102.6	123	113		119.5	127	103.1	115	127.2	120.7	125.7	120
July	114	94.1	124	111		122.7	124	104.1	115	126.7	121.2	127.3	120
August	121	86.5	124	113		118.9	126	103.4	116	128.2	121.8	126.7	120
September	120	109.1	129	115		126.4	129	104.7	119	127.5	121.3	127.1	122
October	122	101.6	123	115		122.8	128	105.1	117	127.2	121.0	127.3	121
November	119	96.5	129	115		128.6	127	105.8	119	128.6	122.0	130.4	123
December	121	95.2	125	116		132.3	131	106.0	119	129.4	123.4	130.3	123
1977 January	121	101.6	129	117		131.4	129	107.3	121	131.6	122.7	130.7	124
February	119	96.7	127	116		131.3	126	107.0	119	130.8	123.6	128.4	123
March	122	102.0	129	118		131.6	127	107.2	120	131.1	125.5	131.2	125
April	119	100.0	125	116		123.2	133	105.8	118	130.8	126.3	132.3	124
May	121	105.6	123	115		125.9	127	107.2	117	131.5	127.1	129.6	125
June	122	104.5	128	116		117.4	125	103.0	118	132.5	127.8	131.4	125
July	105	97.9	124	115		118.5	125	105.8	116	131.1	128.7	128.8	124
August	119	84.7	124	116		119.1	125	105.9	117	131.7	128.1	130.3	125
September	115	100.7	125	117		123.0	126	106.0	118	131.6	128.6	130.9	125
October	113	94.4	123	117		117.7	126	104.3	116	131.6	128.9	130.4	125
November			127 e	117 e			125 e	105.1			129.6	133.5 e	
December											129.6 e		
% change latest three months													
On previous three months	−0.3	−9.2	−0.3	1.2	—	−0.6	0.5	0.2	—	−0.1	0.7	1.1	0.3
On a year earlier	−4.4	−5.9	−1.6	1.7	6.3	−2.3	−1.8	−0.1	—	3.1	5.9	2.6	3.3

[1] Excluding Denmark. [2] Due to changes in the method of calculation, the quarterly and monthly figures for F.R. Germany have been substantially revised. r Revised.
Source: United Kingdom, Department of Trade; all others 'OECD MEI'.

Free service for businessmen!
The EEC Information Unit helps firms of all types and sizes by answering general questions about EEC membership and by guiding them where necessary to more specialised information sources.
New customers are always welcome, particularly firms new to EEC questions.
The unit's address is: EEC Information Unit, Department of Industry, 1 Victoria Street, London SW1H 0ET. 01-215 4301 (six lines)

Table 3 Unemployment seasonally adjusted [7]

Numbers thousands

	Belgium[2] r	Denmark[3]	France[1]	F.R. of Germany[1]	Ireland[2]	Italy[3] [9]	Nether-lands[1]	United Kingdom[1] [3]	Canada[2]	United States[3]	Japan[3]
1970	71	24	262	148	42	616	46	602	495	4 089	593
1971	71	30	337	185	42	613	62	776	552	4 993	639
1972	87	30	380	246	48	696	108	885	562	4 840	730
1973	92	20	394	274	44	669	110	611	520	4 305	670
1974	105	45	498	583	48	560	135	600[5]	525	5 076	740
1975	177	103	840	1 074	75	654	195	929	697	7 830	1 000
1976	229	107	933	1 060	84	732	211	1 269[5]	736	7 288	1 080
1977	265		1 079	1 030				1 379	862	6 843	
1975 1st quarter	143	99	708	1 000	68	603	174	738	664	7 476	913
2nd	169	103	829	1 070	74	667	191	847	698	8 087	963
3rd	189	101	915	1 123	78	648	205	1 000	716	7 997	1 025
4th	210	109	916	1 142	80	699	210	1 132	721	7 912	1 114
1976 1st quarter	213	109	907	1 139	82	681	208	1 223	705	7 151	1 072
2nd	227	106	950	1 033	84	693	208	1 246	730	7 014	1 102
3rd	238	104	951	1 035	85	776	221	1 308	752	7 439	1 101
4th	238	115	932	1 014	83	777	206	n.a.	764	7 578	1 038
1977 1st quarter	246	127	973	1 022	82	1 459	194	1 330	822	7 068	1 032
2nd	261	143	1 095	1 017	84 e	1 432	198	1 331	853	6 816	1 110
3rd	276	151	1 185	1 058	83 e	1 692	217	1 421	875	6 814	1 152
4th	276		1 060	1 024				1 433	899	6 676	
1976 July	237	105	950	1 036	85		217	1 294	761	7 428	1 114
August	243	103	962	1 091	86		225	1 309	745	7 506	1 117
September	235	105	941	1 028	84		220	1 319	750	7 384	1 074
October	231	113	935	1 022	83		214	1 305	769	7 564	1 058
November	243	111	931	1 009	83		207	n.a.	752	7 651	1 086
December	239	122	930	1 011	83		199	1 326	772	7 519	973
1977 January	242	125	945	1 053	81		196	1 338	780	6 958	1 005
February	245	132	972	1 020	81		193	1 331	829	7 183	1 032
March	250	125	1 003	992	83		192	1 321	856	7 064	1 057
April	254	132	1 039	1 015	83		192	1 323	870	6 737	1 030
May	262	146	1 097	1 008	84 e		197	1 316	841	6 750	1 127
June	267	150	1 151	1 028	84 e		206	1 353	847	6 962	1 172
July	272	145	1 180	1 066	84 e		212	1 402	859	6 744	1 143
August	282	155	1 216	1 066	84 e		220	1 414	879	6 926	1 153
September	275	153 e	1 160	1 043	82 e		218	1 446	886	6 773	1 117 e
October	273	148 e	1 100	1 033	80 e		213 e	1 433	886	6 872	1 058 e
November	283	158 e	1 055	1 028			208 e	1 433	900	6 818	1 151 e
December	273 e		1 026	1 010				1 433	911	6 337	
1978 January								1 428			
Rate % in latest month	10.2 e	7.5 e	5.7	4.5	11.5 e	—	5.4 e	6.0	8.5	6.4	2.1 e
% change latest three months											
On previous three months	—	2.0	−10.6	−3.3	−2.4	18.2	0.2	—	2.8	−2.0	−4.1
On a year earlier	16.3	39.5	13.8	1.0	−2.8	—	−0.3	7.9	17.6	−11.9	3.4

Unemployment data are defined and collected on different bases in different countries. The following notes indicate main variations preventing direct international comparison. [1] Registered unemployed (excluding school leavers): rate per cent of total employees. [2] Insured unemployed: rate per cent of total insured population. [3] Labour force sample survey: rate per cent of total labour force. [4] Unemployment-insurance beneficiaries: rate per cent of total numbers insured. [5] Estimated in the absence of one month's figures. [6] Averaged over component months. Rates per cent relate to the last period for which unemployment figures are given. [7] Some seasonally adjusted data have been estimated from unadjusted material. [8] UK per cent changes are calculated with a non-rounded series. [9] From 1977, new method of calculating unemployment which is not consistent with the other figures. e Estimated. n.a. Not available. r Revised. Source: 'OECD Main Economic Indicators' and *Department of Employment Gazette*.

Table 5 Consumer prices All goods and services

Indices 1970 = 100

	Belgium	Luxem-bourg	Denmark	France	F.R. of Germany	Ireland	Italy	Nether-lands	United Kingdom	EEC	Canada	United States	Japan	OECD
1971	104.3	104.7	106	105.3	105.3	108.9	104.8	107.5	109.4	106	102.9	104.3	106.1	105
1972	110.0	110.1	113	111.7	111.1	118.4	110.8	115.9	117.2	113	107.8	107.7	110.9	110
1973	117.7	116.8	123	119.9	118.8	131.8	122.4	125.2	128.0	122	116.0	114.4	123.9	119
1974	132.6	128.0	142	136.3	127.1	154.2	146.2	137.3	148.4	138	128.6	127.0	154.2	134
1975	149.6	141.7	156	152.2	134.7	186.4	171.3	151.3	184.4	157	142.5	138.6	172.4	150
1976	163.2	155.6	170	166.8	140.8	219.9	199.6	164.6	214.9	175	153.2	146.6	188.4	163
1977	174.8 e	166.0 e		182.8 e	146.3 e	249.9 e		175.6 e	249.0 e		165.6 e	156.1 e		
1975 1st quarter	143.9	136.3	152	147.0	132.0	177.7	164.9	145.8	166.9	150	137.1	135.0	166.4	144
2nd	147.7	140.1	156	150.6	134.5	188.5	169.3	149.9	182.7	156	140.1	137.1	172.1	148
3rd	151.1	143.1	158	153.9	135.5	187.1	172.9	152.9	190.8	160	144.9	140.1	173.6	151
4th	155.5	147.3	157	157.3	136.7	192.2	178.1	156.3	197.3	163	147.9	142.3	177.7	155
1976 1st quarter	158.7	151.1	162	161.1	139.0	206.3	184.8	159.0	204.4	168	149.8	143.7	181.4	158
2nd	161.8	154.5	168	164.8	141.1	219.1	196.5	164.3	211.9	173	152.1	145.5	187.7	161
3rd	164.9	156.9	171	168.6	141.2	222.4	201.7	165.4	216.8	176	154.3	147.8	189.8	164
4th	187.6	159.7	178	172.9	141.9	231.8	215.5	169.6	226.8	182	156.6	149.4	194.5	168
1977 1st quarter	170.9	163.4	180	175.6	144.6	240.6	225.2	170.8	238.2	188	159.9	152.1	198.8	172
2nd	173.7	165.9	185	181.0	146.5	249.7	233.8	175.8	248.8	194	163.7	155.3	204.2	176
3rd	176.3	167.0	190	185.3	146.9	252.4	239.7 e	176.9	252.7	197 e	167.3	157.6	204.8	179 e
4th	178.4 e	167.7 e		189.1 e	147.1 e	256.8 e		178.8 e	256.4 e		170.9 e	159.4 e		
1976 April	161.0	153.8	167	163.8	140.6		193.8	163.9	210.0	172	151.0	144.6	187.2	160
May	162.2	154.7	169	164.9	141.1	219.1	197.7	164.5	212.3	174	152.3	145.5	187.7	161
June	162.4	154.9	169	165.6	141.5		198.6	164.5	213.4	174	153.0	146.3	188.1	162
July	163.7	156.1	169	167.2	140.9		199.6	163.7	213.8	175	153.6	147.1	189.1	163
August	164.4	157.3	170	168.4	141.4	222.4	201.8	165.4	216.8	176	154.3	147.8	187.6	164
September	166.5	157.5	174	170.2	141.4		205.2	167.2	219.7	178	155.0	148.4	192.6	165
October	166.9	158.7	176	171.8	141.5		211.1	169.5	223.7	181	156.1	149.0	193.8	167
November	167.5	159.7	178	173.2	141.8	231.8	215.7	169.7	226.8	182	156.6	149.4	193.8	167
December	168.4	160.8	179	173.8	142.5		218.6	169.7	229.8	184	157.1	149.9	195.8	169
1977 January	170.1	162.4	179	174.3	143.8		221.4	169.5	235.9	186	158.4	150.7	197.7	170
February	171.4	163.5	179	175.5	144.7	240.7	225.7	170.8	238.2	188	159.9	152.3	198.8	172
March	171.3	164.2	181	177.1	145.2		228.5	172.2	240.5	190	161.5	153.2	200.0	173
April	172.2	165.2	183	179.4	145.9		231.3	175.1	246.7	192	162.4	154.4	203.3	175
May	173.9	165.8	186	181.1	146.5	249.7	234.2	176.0	248.6	194	163.8	155.3	205.2	176
June	175.0	166.7	187	182.5	147.2		235.8	176.4	251.2	195	164.9	156.3	204.1	178
July	175.5	167.4	188	184.1	147.0		237.2	176.1	251.4	196	166.5	157.0	203.6	178
August	176.1	167.0	190	185.1	146.9	252.4	239.4	176.7	252.7	197	167.2	157.6	203.6	179
September	177.3	166.6	192	186.7	146.7		242.5	177.8	254.0	198	168.1	158.2	207.2	181
October	177.7	167.3	199	188.2	146.9		245.7	178.4	255.1	199	169.8	158.6	208.3	182
November	178.3	168.1	200	188.9	147.1	256.8	249.4 e	179.0	256.4	201 e	170.9	159.4	205.8	182 e
December	179.1 e	167.8 e		190.2 e	147.4 e			178.8 e	257.7 e		172.1 e	160.1 e		
% change latest month on same month a year earlier	6.4	4.4	12.4	9.4	3.4	10.8	15.6	5.4	12.1	10.4	9.5	6.8	6.2	9.0
latest three months on previous three months	1.2	0.4	4.6	2.1	0.2	1.7	3.5	1.1	1.5	1.7	2.2	1.1	1.6	1.9
previous three months on a year earlier	6.4	5.0	11.9	9.3	3.6	10.8	16.7	5.4	13.1	10.5	9.2	6.6	7.1	9.2

Source: OECD main economic indicators.

Table 8 **Exports (fob)** Special trade[1], seasonally adjusted

US $ million

	Belgium/ Luxembourg	Denmark[2]	France	F.R. of Germany	Ireland[2]	Italy	Nether- lands	United Kingdom[2]	EEC	Canada	United States[2]	Japan[2]	OECD
1970	11 592	3 288	17 940	34 188	1 032	13 188	11 772	19 382	112 356	16 134	43 224	19 320	220 045
1971	12 081	3 609	20 592	39 009	1 308	15 177	13 953	22 365	128 084	17 676	44 211	23 994	246 037
1972	15 995	4 330	25 739	46 208	1 610	18 535	15 392	24 415	153 152	20 184	49 676	28 591	290 784
1973	22 416	6 120	35 952	67 440	2 124	22 236	23 952	30 662	210 684	25 200	71 316	36 936	398 880
1974	28 260	7 716	45 900	89 160	2 628	30 288	32 436	38 827	275 100	32 784	98 508	55 536	532 932
1975	28 812	8 712	52 212	90 024	3 216	34 824	34 440	44 260	295 992	32 304	107 652	55 752	567 804
1976	32 844	9 108	55 812	102 036	3 312	36 924	38 748	46 541	325 044	38 628	114 996	67 272	630 504
1977								57 612					
1975 1st quarter	7 731	2 172	13 434	23 481	783	8 685	8 823	11 353	76 542	8 022	27 114	14 781	146 070
2nd	6 981	2 196	13 248	23 025	753	8 571	8 565	10 978	74 367	7 890	25 803	13 734	140 847
3rd	6 540	2 073	12 591	21 279	798	8 646	8 052	10 562	70 488	7 842	27 171	13 344	136 887
4th	7 305	2 243	12 939	22 329	834	8 943	9 009	11 214	74 763	8 220	27 837	14 130	143 982
1976 1st quarter	7 467	2 136	13 395	23 427	735	8 427	8 949	11 477	76 086	9 102	26 190	15 729	147 453
2nd	7 701	2 223	13 893	24 441	820	8 919	8 733	11 399	78 183	9 555	28 668	16 443	153 063
3rd	8 151	2 340	13 881	25 851	832	9 327	9 858	11 480	81 696	9 996	29 649	16 977	160 509
4th	9 207	2 433	14 556	27 768	903	10 089	11 241	11 932	88 107	9 402	29 499	17 685	167 034
1977 1st quarter	9 156	2 547	15 282	28 134	957	10 395	10 690	13 003	90 120	10 359	29 746	19 746	171 954
2nd	9 066	2 362	15 303	28 615	1 003	11 571	10 329	14 323	92 552	10 211	31 329	19 664	175 667
3rd	9 168	2 525	16 058	29 116	1 191	10 867	11 144	14 958	95 068	10 480	30 850	20 053	179 700
4th								15 328					
1976 July	2 364	757	4 435	8 040	266	3 131	3 123	3 674	25 800	3 253	9 905	5 576	51 770
August	2 766	785	4 713	8 378	257	3 032	3 381	3 884	27 157	3 432	9 843	5 545	53 289
September	3 021	798	4 733	9 434	308	3 165	3 353	3 915	28 738	3 313	9 902	5 857	55 449
October	3 148	767	4 753	9 024	323	3 387	3 435	3 865	28 710	3 138	9 725	5 988	54 652
November	2 880	827	4 782	9 097	290	3 493	3 846	3 887	29 069	3 021	9 342	5 733	54 696
December	3 179	840	5 021	9 648	291	3 208	3 960	4 182	30 326	3 244	10 433	5 964	57 713
1977 January	3 032	852	5 175	9 285	309	3 517	3 654	4 356	30 164	3 308	9 597	6 696	57 100
February	2 950	816	5 058	9 147	323	3 299	3 643	4 302	29 521	3 378	9 801	6 499	56 507
March	3 174	880	5 049	9 702	325	3 578	3 393	4 345	30 435	3 677	10 066	6 551	58 373
April	2 997	847	4 968	9 093	334	3 883	3 542	4 709	30 364	3 451	9 949	6 894	57 997
May	2 946	722	5 314	9 584	327	3 819	3 431	4 652	30 792	3 283	10 540	6 282	58 250
June	3 123	793	5 021	9 938	342	3 867	3 356	4 962	31 396	3 477	10 084	6 494	59 420
July	2 851	813	5 031	9 236	402	3 499	3 592	5 025	30 453	3 564	10 279	6 949	58 798
August	2 916	843	5 375	9 681	387	3 850	3 905	4 824	31 799	3 547	9 675	6 601	59 459
September	3 401	869	5 652	10 199	402	3 518	3 647	5 109	32 816	3 364	10 896	6 503	61 443
October		811	5 690	10 408	379			5 024		3 479		6 874	
November								4 904				7 147	
December								5 400					
% change latest three months:													
On previous three months	1.1	8.4	8.8	5.3	9.1	−6.1	7.9	2.5	2.7	0.6	0.9	2.4	2.3
One year earlier	12.5	7.4	17.7	12.9	31.5	16.5	13.1	28.4	16.4	5.1	4.0	16.8	12.0

[1] For most purposes special trade may be defined as trade excluding re-exports. [2] General trade. r Revised.

Source: United Kingdom. Department of Trade; All others: 'OECD Series "A" '

Table 9 **Imports (cif)** Special trade[1], seasonally adjusted

US $ million

	Belgium/ Luxembourg	Denmark [2]	France	F.R. of Germany	Ireland [2]	Italy	Nether- lands	United Kingdom[2]	EEC	Canada	United States [2]	Japan	OECD
1970	11 352	4 380	19 116	29 808	1 572	14 940	13 392	21 696	116 280	13 308	39 960	18 876	225 649
1971	12 390	4 476	21 261	34 356	1 838	16 026	15 159	23 918	129 403	15 460	45 633	19 716	250 717
1972	14 879	4 988	26 696	39 759	2 113	19 252	17 127	27 877	152 643	18 924	55 819	23 463	297 984
1973	21 936	7 704	37 380	54 492	2 784	27 816	24 360	38 872	215 232	23 304	69 120	38 316	410 820
1974	29 700	9 852	52 824	68 976	3 816	40 968	33 204	54 344	293 568	32 292	100 968	62 112	583 020
1975	30 708	10 332	54 240	74 208	3 804	38 364	35 148	53 608	300 048	33 960	96 936	57 864	587 376
1976	33 352	12 336	64 392	87 780	4 200	43 368	39 348	56 269	343 428	37 956	121 788	64 776	672 906
1977								63 781					
1975 1st quarter	7 467	2 424	13 902	18 552	981	9 471	9 240	14 228	76 083	8 568	24 813	14 832	150 342
2nd	7 314	2 412	13 176	18 630	924	9 024	8 739	12 957	73 311	8 457	22 683	13 779	143 442
3rd	6 945	2 478	12 879	17 982	903	9 381	8 202	13 175	71 949	8 337	24 030	14 337	142 257
4th	7 614	2 841	14 277	19 128	1 008	10 410	9 039	13 103	77 517	8 556	25 410	14 964	150 357
1976 1st quarter	7 743	2 874	15 015	19 956	1 023	10 035	8 847	13 339	78 741	9 240	27 333	14 973	155 073
2nd	7 986	2 982	15 399	20 775	975	10 578	9 444	13 848	82 083	9 630	29 295	15 300	161 313
3rd	8 286	3 126	16 335	22 431	1 059	10 620	10 002	14 301	86 244	9 612	32 043	17 004	172 821
4th	9 225	3 354	17 628	24 240	1 125	12 057	11 658	14 411	93 867	9 405	32 631	17 427	183 699
1977 1st quarter	9 645	3 381	17 568	24 351	1 296	11 832	11 385	15 352	94 824	9 876	35 439	17 721	186 469
2nd	9 465	3 211	17 082	23 882	1 237	12 214	11 182	16 461	94 779	10 182	37 685	17 125	190 703
3rd	9 236	3 341	17 601	25 532	1 409	10 851	11 391	15 775	95 255	9 884	37 629	17 881	
4th								16 193					
1976 July	2 639	908	4 941	7 089	332	3 422	3 238	4 809	27 426	3 199	10 992	5 473	55 988
August	2 767	1 079	5 498	7 778	350	3 643	3 415	4 626	29 150	3 268	10 377	5 699	58 019
September	2 885	1 139	5 896	7 563	376	3 555	3 350	4 860	29 668	3 144	10 673	5 833	58 814
October	3 028	1 048	5 825	7 748	355	3 782	3 645	4 660	30 171	3 066	10 748	5 785	58 946
November	3 088	1 089	6 064	7 763	392	4 532	3 567	4 881	31 495	3 230	10 679	6 054	61 874
December	3 109	1 217	5 740	8 730	378	3 742	4 446	4 869	32 203	3 108	11 204	5 588	62 879
1977 January	3 346	1 090	6 053	8 349	463	3 870	4 075	5 531	32 781	3 257	11 430	6 173	63 065
February	3 070	1 062	5 725	7 818	418	3 995	3 803	4 881	30 777	3 326	11 582	5 677	61 071
March	3 229	1 230	5 791	8 183	415	3 968	3 505	4 939	31 264	3 294	12 427	5 873	62 333
April	3 171	1 042	5 412	7 707	399	4 240	3 764	5 194	30 945	3 482	12 721	5 742	62 827
May	3 153	1 042	5 672	8 112	418	4 276	3 723	5 405	31 811	3 394	12 050	5 785	64 433
June	3 141	1 127	5 998	8 063	429	3 699	3 695	5 863	32 023	3 316	12 914	5 614	63 443
July	2 828	1 029	5 478	8 563	451	3 622	3 792	5 474	31 275	3 339	12 877	5 731	64 293
August	3 303	1 125	6 060	8 393	457	3 705	3 985	4 934	32 002	3 285	11 984	6 184	64 254
September	3 105	1 187	6 063	8 576	501	3 524	3 614	5 367	31 978	3 260	12 768	5 966	
October		1 002	5 980	8 566	471			5 832		3 313	12 494	5 933	
November								4 993		3 051		6 057	
December								5 868					
% change latest three months:													
On previous three months	−2.4	3.6	5.6	3.2	10.1	−11.2	1.9	2.6	0.5	−3.2	−1.6	2.4	1.3
One year earlier	11.4	1.5	5.1	10.6	32.2	2.2	13.9	12.4	10.4	1.9	17.1	1.6	14.6

[1] For most purposes special trade may be defined as trade excluding re-exports. [2] General trade. [3] fob. r Revised.

Source: United Kingdom, Department of Trade; All others: 'OECD Series "A" '.

Cost indices for the aerospace and radio, radar and electronic capital goods industries

This article introduces the series of cost index numbers for the aerospace and radio, radar and electronic capital goods industries which will henceforth be published monthly in *Trade and Industry*. The indices have been compiled for many years and widely circulated to users within and outside the industries concerned.

There are six indices of combined costs. Five relate to the aerospace industry (MLH 383): one for the MLH as a whole, three relating to chosen sectors, namely, air-frames, aero-engines and parts, and aircraft components, and a fifth for the subsector, aero-engine parts. The sixth index relates to the radio, radar and electronic capital goods industry, MLH 367 (henceforth referred to in this article as the electronics industry).

Costs in the aerospace and electronics industries, as in all manufacturing industries, include wages and salaries, purchases of materials and finished products (for assembly), and other expenses such as postage, telephone charges, employers' national insurance contributions, rent, rates, printing and stationery, advertising, insurance premiums and professional charges. The combined cost index for the aerospace industry and for each of the sectors is divided in the tables into four component indices, namely wages, salaries and general expenses, bought out finished goods, and other purchased materials. For the electronics industry the combined cost index is broken down into three sub-indices – wages, salaries and general expenses, and all purchases of goods.

Method of calculation

The cost index numbers for the aerospace and electronics industries are at present calculated with 1970 as the reference year, ie 1970 = 100, but are based on the expenditure patterns derived from the 1968 census of production. The combined index of costs is a weighted average of the sub-indices for the different types of cost incurred in production. These are:

1 Wages of operatives.
2 Salaries of administrative, technical and clerical staff, and general expenses.
3 All purchases of goods
  a Bought-out finished goods
  b Other purchased materials.

The combined cost indices do not allow for changes in productivity nor for depreciation and interest.

The following paragraphs describe the indicators that are used in conjunction with the weighting framework to produce the cost indices.

Wages of operatives

The price indicator selected for the aerospace industry is an index compiled from data collected in the surveys of earnings of manual workers in the industry carried out in April and October each year by the Department of Employment.

Average hourly earnings for adult men and women in full-time work in the aerospace industry, combined in the appropriate proportions, are used to produce the cost indices for April and October each year. For intermediate months, estimates are based on the movements of the index of average

Cost indices for the aerospace and radio, radar and electronic capital goods industries (MLH 383 and 367 respectively)

1970 = 100

	1976		1977										
	Nov p	Dec p	Jan p	Feb p	Mar p	Apr p	May p	Jun p	Jul p	Aug p	Sep p	Oct p	Nov p
1 BOUGHT OUT FINISHED GOODS													
Aerospace industry	245.1	246.5	250.0	251.6	254.6	256.1	259.2	259.3	261.7	262.1	264.2	267.3	272.3
Airframe sector	240.9	242.5	245.9	247.5	250.6	251.9	254.9	254.8	257.3	258.4	259.9	263.1	268.2
Aero-engine and aero-engine parts sector	248.1	249.4	253.1	254.7	257.7	259.2	262.5	262.7	265.4	265.3	267.9	270.9	275.3
Aero-engine parts sector	241.0	243.1	247.2	249.1	252.2	254.0	256.7	257.4	260.4	262.3	264.0	267.4	270.6
Aircraft component sector	250.4	251.5	255.3	256.9	260.0	261.4	264.5	264.6	267.2	267.0	269.4	272.1	276.3
2 OTHER PURCHASED MATERIALS													
Aerospace industry	299.6	299.3	304.5	307.2	309.9	309.9	310.2	309.9	313.5	315.2	318.3	319.8	317.5
Airframe sector	277.1	278.6	283.0	285.9	289.1	289.9	290.7	292.0	297.3	301.2	303.4	304.8	303.1
Aero-engine and aero-engine parts sector	295.9	295.6	300.4	303.8	305.0	305.0	305.1	304.9	307.9	310.2	315.6	318.9	317.6
Aero-engine parts sector	319.6	318.0	324.1	326.5	329.0	328.6	328.8	327.6	330.3	330.5	333.8	335.2	332.4
Aircraft components sector	309.2	308.2	314.2	316.7	320.0	319.6	319.8	318.9	322.2	322.7	324.0	324.3	321.0
3 ALL PURCHASES OF GOODS													
Aerospace industry	263.1	263.9	268.0	269.9	272.9	273.8	276.0	276.0	278.8	279.6	282.1	284.6	287.2
Airframe sector	249.2	250.8	254.4	256.3	259.4	260.7	263.1	263.4	266.5	268.3	269.9	272.7	276.2
Aero-engine and aero-engine parts sector	265.3	266.0	270.1	272.1	274.7	275.7	277.8	277.9	280.7	281.4	285.0	288.2	290.5
Aero-engine parts sector	272.8	273.4	278.3	280.4	283.3	284.2	285.9	285.8	288.7	289.9	292.2	294.8	295.6
Aircraft components sector	285.0	284.9	290.0	292.1	295.3	295.7	297.1	296.6	299.6	299.8	301.6	302.8	302.6
Radio, radar and electronic capital goods industry	238.1	239.7	243.9	246.9	250.5	252.7	256.3	256.9	259.2	261.0	262.1	264.5	268.7
4 SALARIES AND GENERAL EXPENSES													
Aerospace industry	240.8	242.1	245.3	245.8	248.0	249.7	253.7	253.7	255.6	253.8	256.2	258.7	264.5
Airframe sector	239.6	240.8	243.8	244.1	246.3	247.8	252.0	251.8	253.6	251.6	254.2	256.8	262.9
Aero-engine and aero-engine parts sector	245.5	247.0	250.8	251.3	253.3	255.2	259.3	259.3	261.1	259.5	261.9	264.2	269.8
Aero-engine parts sector	238.6	239.9	243.2	244.1	246.3	248.2	252.1	252.4	254.4	253.0	255.4	257.8	263.3
Aircraft components sector	236.4	237.5	240.4	240.8	243.0	244.6	248.5	248.4	250.2	248.3	250.7	253.2	259.1
Radio, radar and electronic capital goods industry	223.1	224.2	225.8	226.5	229.5	230.1	231.9	230.6	231.7	233.3	233.5	236.2	247.5
5 HOURLY EARNINGS OF ADULT MANUAL WORKERS													
Aerospace industry	248.9	249.7	250.8	251.3	254.5	254.2	259.4	258.1	260.3	256.5	260.2	263.8	273.1
Radio, radar and capital goods industry	269.7	271.8	270.7	272.0	278.3	278.1	280.0	277.3	278.8	281.1	281.9	286.2	304.5
6 COMBINED COSTS													
Aerospace industry	251.4	252.4	255.5	256.5	259.2	260.2	263.8	263.4	265.8	264.5	267.3	270.0	275.4
Airframe sector	245.2	246.4	249.2	250.1	252.9	253.8	257.7	257.4	259.7	258.7	261.2	264.1	270.0
Aero-engine and aero-engine parts sector	253.7	254.8	258.0	259.1	261.6	262.6	266.2	266.0	268.2	267.0	270.1	273.1	278.3
Aero-engine parts sector	252.1	253.0	256.1	257.2	259.9	260.8	264.5	261.2	266.5	265.1	267.9	270.7	276.1
Aircraft components sector	255.2	255.9	258.9	259.8	262.6	263.2	266.8	266.2	268.5	266.6	269.2	271.7	276.9
Radio, radar and electronic capital goods industry	237.8	239.3	241.6	243.5	247.3	248.5	251.2	250.5	252.3	254.1	254.8	257.6	266.8

Definitive information on earnings for both manual and administrative, technical and clerical (ATC) workers is available only for certain months of the year – manual earnings information is available for MLH 383 for April and October but for MLH 367 in respect of October only; ATC salaries information for both industries is available for April of each year. Revisions to series will only be incorporated if signiticant.

The indices of combined costs are based on the assumption of no change in productivity.

Revisions to series brought about as a result of ATC salaries information becoming available will be shown in the article published on 8 December and will affect indices from May the preceding year up to and including those of August.

Revisions to series incorporated as a result of manual earnings information from the October survey will be published in the article appearing on 7 April and will affect series from the preceeding May up to and including December. The results obtained from the April aerospace survey will affect indices from the preceeding November up to and including June and will be shown in the article published on 6 October.

The cost index tables previously D1-D5 and D7 have now been redesignated sections 1 to 6 in the table.

p Provisional.

earnings of all manufacturing industries, not seasonally adjusted. When subsequent survey results become available these estimates are of course, subject to revision. Revisions will usually be made when the January and July cost indices are published and will cover the periods from the preceding May and November respectively.

Since separate information about earnings in the individual sectors of the industry is not available, the same wages sub-index is used in the production of the combined cost indices for all sectors.

A similar procedure is used to produce the wages sub-index for the electronics industry. Here, however, the only source of information is the October survey of manual earnings conducted by the Department of Employment, and estimates of the intermediate monthly movements are based on changes in the average earnings of full-time adult men and women in the electrical engineering industry. Revisions will usually be made when the January figures are published.

Salaries and general expenses

The largest item in this category is salaries paid to administrative, technical and clerical (ATC) employees.

The Department of Employment's 'New Earnings Survey' carried out every April provides the basis for the monthly series of salary costs. The results of the survey give average weekly earnings in the aerospace industry for full-time men and women which are weighted together in the appropriate proportions to produce an annual benchmark. Intermediate months are estimated by reference to the movement in all manufacturing industries' average earnings, not seasonally adjusted.

An analagous method is used to provide indices for the electronics industry using New Earnings Survey information for MLH 367.

Since the benchmark data will usually be available when the September figures are published, revisions to a maximum of 16 months (ie back to the May of the previous year) will be published.

Price indicators for most of the other inputs under the general expenses heading have been selected from the family of the wholesale price indices. Some items within this section however fall outside the scope of wholesale prices – items such as postage, telephone costs and employers' NI contributions – and in these instances indices are constructed from data obtained from other sources.

Purchases of goods

For the aerospace industry as a whole the types of materials purchased for use in production fall into three categories:

1 Purchases of products of the aerospace industry (or 'intra-industry' purchases).
2 Purchases of the mechanical, electrical and instrument engineering industries.
3 Other purchased materials.

Items 1 and 2 together form the bought out finished goods category.

A feature of the aerospace industry is the importance of intra-industry transactions, for example, purchases of aero-engines and aircraft components by airframe manufacturers. There is therefore some double counting because, in particular, the purchases of the more basic materials by the aero-engine and components firms, when converted into finished aero-engines and components, become the purchases of the airframe companies. Some of this double counting can be eliminated by breaking down the industry into sectors. Since no output price indicators exist for these intra-industry purchases, combined cost indices for the supply sectors are used as proxy output indices for purchases of these goods by other sectors.

Purchases of products of the mechanical, electrical and instrument engineering industries cover such items as ball and roller bearings, pumps, valves, electric motors and dynamos. Wholesale price indices are used for these products as they are for the 'other purchased materials' sector which covers such commodities as steel, aluminium, titanium and other basic materials. The aerospace industry also buys radar and electronic navigational aids from the electronics industry, and combined cost indices for the latter are used as proxy price indices.

A significant proportion of purchases of goods by MLH 367 are products characteristic of the radio and electronics components industry (MLH 364). Again, proxy price indicators are used where so required in the calculation of the cost indices for MLH 367.

Publication

The cost indices will be published monthly in *Trade and Industry* and will usually appear in the edition published on the first Friday of the month. If however the first day of the month is a Friday, then the tables will be published the following week.

The tables will give a 13-month span, and if earlier months are being revised then they will be shown in a separate table published with the standard tables. Revisions to the 'firm' indices will only be made if they are significant.

Conclusion

The cost indices are intended to satisfy a long-standing and widespread demand for an indication of movements in costs that manufacturers in the aerospace and electronics industries have to meet. They are subject to important data limitations. In particular, definitive information for both wages and salaries indices is available only for April and/or October. Indices for the intermediate months are estimates (ie interpolations or extrapolations) and, although revised in the light of subsequent survey data, they continued to be estimates. It should also be noted that the combined cost indices do not allow for changes in productivity.

In line with other series produced by the Government Statistical Service, the aerospace and electronics cost indices will be rebased later this year with 1975 as the reference year.

Cost indices for the aerospace and radio, radar and electronic capital goods industries: revisions to previously published figures

1970 = 100

	1976						
	Apr	May	Jun	Jul	Aug	Sep	Oct
1 BOUGHT OUT FINISHED GOODS							
Aerospace industry	226.0	229.5	232.2	234.8	235.9	238.2	242.0
Airframe sector	222.3	225.8	228.4	230.8	232.0	234.4	237.8
Aero-engine and aero-engine parts sector	229.1	232.5	235.2	237.9	238.9	241.3	245.1
Aero-engine parts sector	222.3	225.1	227.3	230.5	232.1	234.6	238.1
Aircraft component sector	230.2	233.8	236.7	239.5	240.5	243.2	247.5
2 OTHER PURCHASED MATERIALS							
Aerospace industry	252.2	258.6	265.5	271.8	276.0	282.1	295.8
Airframe sector	231.1	238.3	243.0	248.6	254.2	262.3	271.6
Aero-engine and aero-engine parts sector	247.7	252.9	260.0	267.8	271.8	275.6	292.7
Aero-engine parts sector	271.3	277.6	287.3	293.5	296.8	302.2	316.8
Aircraft components sector	261.9	269.1	276.4	282.4	286.2	293.4	305.4
3 ALL PURCHASES OF GOODS							
Aerospace industry	234.7	239.2	243.2	247.0	249.1	252.7	259.8
Airframe sector	224.3	228.7	231.7	234.9	237.1	240.8	245.6
Aero-engine and aero-engine parts sector	235.8	239.9	244.1	248.7	250.7	253.6	263.2
Aero-engine parts sector	242.1	246.4	251.6	256.0	258.3	262.0	269.9
Aircraft components sector	248.8	254.6	260.1	264.7	267.4	272.8	281.6
Radio, radar and electronic capital goods industry	215.8	219.9	223.2	225.8	227.8	230.5	234.3
4 SALARIES AND GENERAL EXPENSES							
Aerospace industry	226.9	229.9	232.4	233.6	234.2	235.7	237.7
Airframe sector	226.3	229.4	231.7	232.8	233.2	234.7	236.6
Aero-engine and aero-engine parts sector	229.8	233.8	235.3	236.8	237.8	239.5	241.7
Aero-engine parts sector	224.4	227.4	230.1	231.3	232.1	233.7	235.8
Aircraft components sector	223.4	226.3	229.2	230.1	230.5	231.9	233.8
Radio, radar and electronic capital goods industry	206.5	211.0	215.0	216.4	215.9	217.5	219.9
5 HOURLY EARNINGS OF ADULT MANUAL WORKERS							
Aerospace industry	237.2	241.5	242.3	243.5	242.4	243.6	245.6
Radio, radar and capital goods industry	252.7	259.2	261.3	261.6	260.8	263.3	265.0
6 COMBINED COSTS							
Aerospace industry	232.3	236.2	238.9	241.1	241.9	244.2	248.2
Airframe sector	228.1	231.9	234.1	236.0	236.7	238.9	241.9
Aero-engine and aero-engine parts sector	233.8	237.5	240.3	242.9	243.8	245.8	250.3
Aero-engine parts sector	233.8	237.6	240.4	242.6	243.2	245.3	249.1
Aircraft components sector	235.6	239.9	242.8	245.0	245.6	248.1	252.2
Radio, radar and electronic capital goods industry	218.5	223.1	226.5	228.3	228.9	231.1	234.1

More about cost indices for aerospace and radio, radar and electronic capital goods industries

Department of Industry, Room 249, Sanctuary Buildings, 16-20 Great Smith Street, London SW1P 3DP

01-215 3514

Engineering industries: indices of production up to October

Output of the combined engineering industries rose slightly between the second quarter of 1977 and the period August to October, according to provisional estimates of the index of production. Much of this improvement was attributable to a 6 per cent rise in the electrical engineering sector making a recovery from the dip in the second quarter and possibly a resumption of the slight growth which was apparent throughout 1976.

Mechanical engineering production changed little in recent months, and in the period August to October the level was slightly below the average in 1976. There was a good deal of variability within the sector, with about as many industries recording increases in output between the second quarter and the period August to October as decreases. Among the sectors contributing to the rise were agricultural machinery, valves, compressors and fluid power equipment, office machinery, food processing machinery and packaging machinery. This trend for food and drink processing machinery was contrary to movements for the other heavy machinery industries, output of which fell, probably because the recovery in investment by the food and drink industries normally comes early in the cycle. Among the other sectors experiencing decreases in production were pumps and the mixed category of other mechanical engineering products. The large increase in output of construction equipment in the first quarter of 1977 was due to the bringing forward of business before the ending of interest relief grants in April, with a resultant drop in activity in later quarters.

All industries in the small instrument engineering sector showed some decline in output except for watches and clocks. The 2 per cent fall for the sector as a whole between the second quarter and August-October may be only a temporary setback, as the trend of output appears to have been rising since early 1976 despite erratic movements in the short term.

In electrical engineering, recovery since the trough in the first quarter of 1976 has been steadier and somewhat stronger, interrupted only in the second quarter of 1977. Most industries shared in the recent growth notably electrical machinery, broadcasting equipment and domestic electrical appliances. The exceptions to the general trend were records and tapes and lamps and other electrical goods, which recorded slight falls, whilst industrial disputes were probably responsible for a large part of the decrease in output of electrical equipment for vehicles.

These new series of production at industry level were introduced in an article in *Trade and Industry*, 9 September 1977, whilst a run of annual indices of production together with an article on recent improvements to the series appeared in *Trade and Industry*, 10 June 1977.

Inquiries: On the article and the statistics: Mr I. P. Tutt, Branch EcS 3A, Department of Industry, Room 618, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG, tel. 01-212 5770. Requests for quarterly indices for past years: Mr P. Coulson, Branch 5, Central Statistical Office, Great George Street, London SW1P 3AG, tel. 01-233 7239.

Indices of production for engineering industries

Seasonally adjusted volume indices

MLH		1970 = 100				1976				1977			
		Weight (percentage)	1974	1975	1976 p	1st qtr	2nd qtr	3rd qtr p	4th qtr p	1st qtr p	2nd qtr p	3rd qtr p	Aug-Oct average p[1]
3310	Agricultural machinery	1.05	132.2	113.7	109.2	107.2	104.6	107.7	117.4	114.6	95.3	107.8	111.5
3320	Machine tools	4.01	77.7	73.6	61.6	65.6	62.4	57.4	60.8	60.0	57.0	57.6	57.6
3331	Pumps	1.02	118.8	123.6	132.4	130.8	131.1	131.4	136.4	139.0	140.7	133.8	131.2
3332	Valves	1.49	104.4	106.6	98.9	96.6	96.4	96.8	105.8	107.6	98.0	101.8	102.0
3333/4	Compressors	1.85	116.4	109.0	103.8	102.7	105.0	101.9	105.8	109.5	107.2	111.2	112.6
3340	Industrial engines	1.61	108.6	125.6	122.0	128.4	127.8	117.4	114.5	138.7	131.5	129.3	128.6
3350	Textile machinery	2.25	111.3	111.7	75.4	89.6	79.0	68.4	64.7	55.7	47.1	48.3	49.4
3360	Construction equipment	2.82	120.2	127.8	124.8	125.6	127.3	123.1	123.0	142.4	123.0	121.0	121.5
3370	Mechanical handling equipment	3.47	106.7	116.2	104.2	105.0	104.1	103.0	104.8	109.6	105.5	106.4	107.7
3380	Office machinery	2.03	109.0	103.6	103.8	99.2	100.6	100.8	114.8	108.5	102.8	106.7	108.1
3391	Mining machinery	1.04	135.7	169.2	159.1	166.0	163.3	153.8	153.3	136.2	151.5	149.5	151.0
3392	Printing and paper machinery	1.02	93.4	83.9	76.3	73.9	74.9	82.4	74.1	79.0	75.2	72.6	70.6
3393/4	Refrigerating and space-heating machinery	2.32	104.5	99.2	92.8	93.3	90.2	93.1	94.7	97.1	92.4	89.2	87.7
3395/6	Weighing machinery and power tools	1.08	110.3	102.8	102.0	93.0	102.4	113.8	99.0	101.2	107.6	105.9	106.6
3397/8	Food processing machinery: packaging machinery	1.53	119.2	129.4	119.1	125.3	123.1	120.2	107.6	114.0	116.1	119.3	123.6
3399	Other non-electrical machinery	4.99	95.2	84.8	80.9	80.7	88.8	77.4	76.8	94.3	78.9	76.5	76.1
3414	Constructional steelwork	3.11	123.9	120.5	105.6	112.0	105.1	104.4	101.0	110.0	94.3	98.5	[2]
3415	Industrial plant and fabricated steelwork	7.92	88.3	88.0	85.2	90.2	83.5	87.5	79.5	75.0	79.7	81.8	[2]
3491	Ball roller and plain bearings	3.17	115.2	109.9	107.1	103.3	107.7	106.9	110.4	108.2	108.6	108.5	109.4
	Other mechanical engineering	7.40	115.5	105.0	97.3	99.0	100.1	95.4	94.7	97.1	99.6	96.3	95.1
	Mechanical engineering	55.16	106.2	104.2	96.8	98.8	98.0	95.6	94.9	98.1	94.2	94.4	94.6
3510	Photographic and copying equipment	0.80	101.5	96.1	94.4	85.7	96.6	89.8	105.6	93.2	100.0	88.9	83.0
3520	Watches and clocks	0.53	141.8	144.7	129.3	129.4	123.7	129.0	135.0	121.1	116.6	137.0	140.8
3530	Surgical instruments	1.18	145.1	136.7	120.8	116.8	126.6	119.6	120.4	123.7	122.1	120.6	120.6
3540	Scientific and industrial instruments	5.69	112.2	115.5	112.6	109.5	113.5	110.4	117.2	114.4	120.8	118.4	118.1
	Instrument engineering	8.19	117.8	118.5	113.1	109.5	114.4	110.9	117.7	114.1	118.6	117.0	116.4
3610	Electrical machinery	7.25	93.0	97.9	94.5	91.5	95.9	95.3	95.3	99.9	98.8	103.5	106.4
3620	Wires and cables	2.91	110.0	93.5	95.4	90.7	95.0	95.6	100.4	103.3	97.5	99.1	99.0
3630	Telecommunications	3.28	117.5	114.4	100.4	109.1	106.2	96.8	89.3	83.8	81.4	86.0	87.5
3640	Electronic components	5.48	145.7	111.7	113.5	105.1	113.4	113.3	122.1	125.3	127.6	126.6	127.6
3651	Records and tapes	0.42	194.3	197.4	188.1	186.2	199.5	185.4	181.3	217.0	195.3	183.3	185.9
3652	Broadcasting equipment	2.75	198.8	168.5	157.6	136.7	148.5	169.0	176.2	148.8	132.7	160.9	165.8
3660	Computers	1.43	135.0	158.8	169.6	170.8	159.5	171.7	176.4	179.4	184.7	214.9	219.9
3670	Electronic capital goods	4.30	93.4	97.1	101.6	97.6	100.5	103.7	104.4	109.3	106.7	111.2	111.8
3680	Domestic, electrical appliances	2.99	143.4	134.4	123.1	117.7	113.6	130.4	130.5	139.4	112.2	125.5	130.8
3691	Electric parts for vehicles	1.90	120.6	95.8	96.7	98.5	98.1	94.8	95.5	96.6	100.2	84.2	81.7
3692/3	Batteries	1.46	119.0	117.2	116.7	120.2	125.4	113.0	108.2	123.1	105.7	110.9	113.4
3694/5	Lamps and other electrical	2.50	104.8	97.2	93.4	91.8	94.2	93.5	94.0	97.9	97.1	94.8	93.9
	Electrical engineering	36.65	122.6	113.4	110.7	107.0	110.1	112.1	113.7	115.6	110.7	116.0	117.8
	Combined engineering	100.00	113.1	108.7	103.3	102.7	103.8	102.9	103.7	105.8	102.2	104.1	104.9

[1] Averages for other than a calendar quarter should not be compared with those in the preceding column; the estimates are not independent and are subject to erratic variation and later revisions. Comparisons with earlier quarters provide more reliable guides to recent trends. [2] Later figures not available owing to insufficient response.

Motor vehicle production in December

Production of cars in the five weeks ended 31 December 1977 of 130 120 units (26 024 per week) was 19 per cent above the December 1976 level. Commercial vehicle output of 34 575 units (6 915 per week) was 9 per cent above the level in December 1976.

Car output in 1977 (52 working weeks) was virtually the same as that in 1976 (53 working weeks), while output of commercial vehicles rose by 4 per cent. Making allowance for the different numbers of working weeks, the rate of production of cars rose by 1 per cent in 1977 while that of commercial vehicles rose by 6 per cent. The rate of production of cars for the home market was virtually unchanged while that for export rose by 3 per cent. The rate of production of commercial vehicles for the home market rose by 12 per cent while that for export was virtually unchanged.

The summaries which follow are based on the seasonally adjusted figures shown in table 2.

Cars

Car production in December of 114 000 units was 2 per cent above the monthly average for 1976. Output in the fourth quarter was 4 per cent below that in the third quarter. Between the third and fourth quarters, home market production fell by 14 per cent while production for export rose by 14 per cent.

Commercial vehicles

Commercial vehicle production of 29 000 units was 6 per cent below the monthly average for 1976. Output in the fourth quarter fell by 9 per cent compared with the third quarter. Output for the home market fell by 2 per cent while that for export fell by 18 per cent.

Table 1 Car and commercial vehicle production

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery-operated road vehicles are excluded.

	No of weeks	Passenger cars (including taxis)				Commercial road vehicles			
		For home market	For export	Totals	Weekly average	For home market	For export	Totals	Weekly average
1968	52	1 013 163	802 773	1 815 936	34 922	259 331	149 855	409 186	7 869
1969	53	892 758	824 315	1 717 073	32 398	272 998	192 778	465 776	8 788
1970	52	918 109	722 857	1 640 966	31 557	267 407	190 125	457 532	8 799
1971	52	1 027 462	714 478	1 741 940	33 499	268 278	187 928	456 206	8 773
1972	52	1 307 881	613 430	1 921 311	36 948	272 649	135 470	408 119	7 848
1973	52	1 142 216	605 105	1 747 321	33 602	257 574	159 049	416 623	8 012
1974	52	937 932	596 187	1 534 119	29 502	232 373	170 193	402 566	7 742
1975	52	735 532	532 164	1 267 696	24 379	194 319	186 386	380 705	7 321
1976	53	768 481	564 968	1 333 449	25 159	182 554	189 503	372 057	7 020
1977	52	754 268	573 552	1 327 820	25 535	200 372	186 048	386 420	7 431
1976									
1st qtr	13	209 955	148 844	358 799	27 600	44 978	48 785	93 763	7 213
2nd	13	205 839	143 677	349 516	26 886	46 510	51 249	97 759	7 520
3rd	13	145 427	108 233	253 660	19 512	36 730	39 225	75 955	5 843
4th	14	207 260	164 214	371 474	26 534	54 336	50 244	104 580	7 470
1977									
1st qtr	13	181 025	152 106	333 131	25 625	51 614	55 128	106 742	8 211
2nd	13	209 934	163 894	373 828	28 756	49 030	49 437	98 467	7 574
3rd	13	166 285	106 275	272 560	20 966	43 867	40 111	83 978	6 460
4th	13	197 024	151 277	348 301	26 792	55 861	41 372	97 233	7 479
1976									
Jan	4	56 966	39 432	96 398	24 100	12 051	13 971	26 022	6 506
Feb	4	68 878	50 913	119 791	29 948	14 468	15 829	30 297	7 574
Mar	5	84 111	58 499	142 610	28 522	18 459	18 985	37 444	7 489
Apr	4	54 445	38 281	92 726	23 182	13 209	14 019	27 228	6 807
May	4	76 074	51 169	127 243	31 811	16 122	18 245	34 367	8 592
Jun	5	75 320	54 227	129 547	25 909	17 179	18 985	36 164	7 233
Jul	4	56 334	34 350	90 684	22 671	12 389	13 444	25 833	6 458
Aug	4	32 971	31 801	64 772	16 193	8 871	9 219	18 090	4 523
Sep	5	56 122	42 082	98 204	19 641	15 470	16 562	32 032	6 406
Oct	5	82 077	59 240	141 317	28 263	19 947	19 320	39 267	7 853
Nov	4	67 512	52 863	120 375	30 094	17 922	15 706	33 628	8 407
Dec	5	57 671	52 111	109 782	21 956	16 467	15 218	31 685	6 337
1977									
Jan	4	66 199	54 935	121 134	30 284	16 852	16 536	33 388	8 347
Feb	4	49 647	46 882	96 529	24 132	15 302	17 049	32 351	8 088
Mar	5	65 179	50 289	115 468	23 094	19 460	21 543	41 003	8 201
Apr	4	64 592	50 157	114 749	28 687	13 277	14 974	28 251	7 063
May	4	80 218	61 224	141 442	35 361	18 741	18 853	37 594	9 399
Jun	5	65 124	52 513	117 637	23 527	17 012	15 610	32 622	6 524
Jul	4	47 199	28 553	75 752	18 938	12 964	13 406	26 370	6 593
Aug	4	51 661	28 234	79 895	19 974	12 532	10 240	22 772	5 693
Sep	5	67 425	49 488	116 913	23 383	18 371	16 465	34 836	6 967
Oct	4	55 439	48 994	104 433	26 108	19 190	13 679	32 869	8 217
Nov	4	63 388	50 360	113 748	28 437	18 143	11 646	29 789	7 447
Dec	5	78 197	51 923	130 120	26 024	18 528	16 047	34 575	6 915

Note: The number of vehicles produced for export shown in these tables differs from the number exported (which is shown in the overseas trade statistics) because of differences in timing and coverage.

Notes

To maintain comparability with earlier periods, the figures of car production shown in tables 1 and 2 include production in the form of components for assembly at Leyland's plant in Seneffe.

Minor adjustments have been made to the seasonally adjusted figures for January to November so that the annual total matches that of the recorded figures.

Inquiries: 01-212 0788.

Table 2 Production seasonally adjusted

Monthly average — Thousands

	Passenger cars			Commercial vehicles		
	For home market	For export	Total	For home market	For export	Total
1968	84	67	151	21.6	12.5	34.1
1969	74	69	143	22.7	16.1	38.8
1970	77	60	137	22.3	15.8	38.1
1971	86	59	145	22.3	15.7	38.0
1972	109	51	160	22.7	11.3	34.0
1973	95	50	145	21.5	13.2	34.7
1974	78	50	128	19.3	14.2	33.5
1975	61	45	106	16.2	15.5	31.7
1976	64	47	111	15.2	15.8	31.0
1977	63	48	111	16.7	15.5	32.2
1976						
1st qtr	67	49	116	14.7	16.9	31.6
2nd	68	46	114	15.2	16.2	31.4
3rd	62	44	106	15.0	15.4	30.4
4th	59	48	107	15.9	14.7	30.6
1977						
1st qtr	56	50	106	16.5	18.6	35.1
2nd	69	53	122	15.7	15.5	31.2
3rd	68	41	109	17.4	15.4	32.8
4th	58	48	105	17.1	12.6	29.7
1976						
Jan	58	44	102	13.1	16.8	29.9
Feb	74	53	127	15.4	17.1	32.5
Mar	70	50	120	15.6	16.9	32.5
Apr	65	46	111	14.5	15.9	30.4
May	72	48	120	16.1	16.8	32.9
Jun	66	46	112	15.1	15.8	30.9
Jul	82	49	131	17.1	16.0	33.1
Aug	43	39	82	12.9	14.4	27.3
Sep	62	44	106	15.0	15.7	30.7
Oct	64	47	111	15.5	15.4	30.9
Nov	61	51	112	17.6	16.0	33.6
Dec	51	48	99	14.6	12.8	27.4
1977						
Jan	65	60	125	17.8	19.3	37.1
Feb	52	47	99	15.8	17.8	33.6
Mar	52	42	94	15.9	18.6	34.5
Apr	75	59	134	14.2	16.5	30.7
May	73	56	129	18.1	16.9	35.0
Jun	58	44	102	14.9	13.0	27.9
Jul	67	39	106	17.3	15.5	32.8
Aug	65	34	99	17.7	15.5	33.2
Sep	72	51	123	17.3	15.2	32.5
Oct	53	47	100	18.0	13.3	31.3
Nov	56	47	103	17.3	11.5	28.8
Dec	67	47	114	15.9	13.1	29.0
Average of						
Jul-Sep 1977	68	41	109	17.4	15.4	32.8
Oct-Dec 1977	58	47	105	17.1	12.6	29.7
Percentage change	−14	+14	−4	−2	−18	−9

Notes to table 2: The seasonally adjusted series has been adjusted to exclude the effect of regularly recurring influences (eg holidays) but the figures still reflect the effect of factors that do not recur regularly (eg strikes).

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and the previous three months give a more reliable guide to recent changes.

Retailing inquiry for 1976: provisional results

Summary provisional results of the 1976 retailing inquiry, carried out by the Business Statistics Office on behalf of the Department of Trade and other departments, are given in this article. Figures in the tables may be revised when final results, based on more complete response, are published later this year in a Business Monitor in the services and distribution (SD) series. Final results will contain analyses of the full range of data collected in the inquiry – total turnover, with separate estimates for England, Scotland and Wales and also analysed by commodity; capital expenditure; stocks; purchases for resale; employment; VAT on sales; credit sales, credit charges and debts outstanding.

Coverage

The 1976 inquiry was the first in the series of annual sample inquiries into retailing introduced to replace the periodic censuses of distribution which had been taken between 1950 and 1971. It covered businesses which operate in Great Britain and are engaged in the retail distribution of food and drink and other retail distribution, that is minimum list headings 820 and 821 of the standard industrial classification (revised 1968).

The inquiry was taken as a sample from the VAT-based register of businesses compiled by the Business Statistics Office from information on the name and address, trade classification and turnover of traders registered for value-added tax purposes provided by HM Customs and Excise under section 55 of the 1973 Finance Act. The inquiry covered those businesses whose VAT trade codes showed them to be registered for VAT purposes to the retail trade headings in trade group 24 of the VAT trade classification (other than VAT trade code 8228 covering opticians) and also those businesses with other VAT trade codes which were known, on the basis of previous inquiries, to undertake a significant amount of retailing activity.

The availability of a VAT-based register for the inquiry made it possible to design a stratified random sample of about 30 000 businesses, approximately one-tenth of the total number of businesses registered to the retail headings within the scope of the inquiry. All large retailers were included in the sample with a selection of smaller retailers. Six thousand of the businesses approached were classed as large retailers and were asked for the complete range of information covered by the inquiry; 11 000 medium retailers were asked to complete somewhat less data, and 13 000 small retailers were asked to complete a simplified form.

Nearly all forms were despatched from the Business Statistics Office in January 1977. Businesses taking part in the inquiry were asked to complete their returns within three months of the date of receipt, if possible However, as businesses were allowed the option of completing their return for a business year ending between 6 April 1976 and 5 April 1977, the time allowed for completing returns did not necessarily run out until early July. Three computer-generated reminder letters were despatched in April, July and September. If these postal reminders failed to produce a response, businesses whose figures were of particular importance to the inquiry were telephoned.

Response

The provisional results in this article have been estimated on the basis of 20 830 returns taken on to the data file by the end of October 1977 supplemented by later data for some additional larger businesses not in the data file at that time. Figures for incorporation in the provisional results were obtained from virtually all of the largest retailers. The results take account of businesses on the register which have ceased trading or which were found to be out of scope of the inquiry. The results in this article have been grossed up so that they represent estimates for all businesses engaged in retailing.

Results

Table 1 shows estimates of the number of retail businesses, outlets and persons engaged and of the value of turnover and purchases for groupings of the VAT trade codes (VTCs) covered by the inquiry and for all retail trade. Co-operative societies and gas and electricity showrooms are included in the figures given in the table. The estimates for individual VTCs are not considered reliable enough for separate publication at this stage of the inquiry. The table also shows the estimates made to date for businesses carrying on retailing as a subsidiary activity. The final results will be based on an up-dated version of the kind of business classification used for the former censuses of distribution. At that stage all returns received from retailers will be classified according to their reported pattern of sales.

Table 2 shows for each of the variables included in table 1 the estimated share of all retail trade accounted for by different forms of organisation. The totals are broken down between single-shop retailers, small multiple retailers with 2 to 9 outlets and large multiple retailers with 10 or more outlets. Co-operative societies are included in this part of the table according to their individual form of organisation but the estimated total trade of co-operative societies is also shown separately.

There are several reasons why the provisional figures presented here cannot be compared directly with previous censuses and sample censuses into retailing; the most recent of these earlier censuses related to 1971. First, the reporting unit for the 1976 inquiry, based on the VAT unit, may not correspond with the reporting unit from which information was previously sought. For example, the reporting unit for the 1971 census of distribution was the 'organisation' which could contain several VAT units.

Another reason is the difference between the registers used. For the 1971 census existing lists of large traders were up-dated by correspondence with the traders concerned while ad hoc registers were built up for specialist kinds of business such as mail

Table 1 Retail trades in 1976: summary by VAT trade classification [1]

Estimates for all businesses: Great Britain

VAT trade code	Title	Retail businesses	Outlets	Persons engaged	Turnover [2]	Purchases [3]
		Thousand	Thousand	Thousand	£ million	£ million
8201	Grocers	44	60	480	7 586	6 195
8202-8207	Other food retailers and off-licences	47	66	271	4 064	3 157
8211-8213	Department stores, variety and other general stores, and general mail order	16	24	486	7 068	4 707
8214	Confectioners, tobacconists, newsagents	34	44	240	2 515	2 028
8215-8218	Footwear, clothing and general textile retailers	34	61	303	3 869	2 434
8219-8224	Furniture and other household goods retailers [4]	33	50	276	4 007	2 341
8225-8239	Other non-food retailers [5]	41	57	310	3 656	2 487
—	Other businesses with retail activities	13	38	237	2 592	1 623
	All retail trade	263	400	2 602	35 358	24 972

[1] Totals may not be the exact sums of component items due to rounding. [2] Including value-added tax. [3] Excluding value-added tax. [4] Including radio and electrical retailers, radio and tv rental, hardware, china, wallpaper and paint retailers. [5] Including cycle and perambulator retailers, booksellers and stationers, chemists and photographic goods retailers, jewellers, leather and sports goods retailers, garden shops.

Table 2 Retail trades in 1976: summary by form of organisation [1]

Estimates for all businesses: Great Britain

Form of organisation	Retail businesses	Outlets	Persons engaged	Turnover	Purchases
	Thousand	Thousand	Thousand	£ million	£ million
Single outlet retailers	232	232	1 013	12 255	8 710
Multiple retailers having:					
2 to 9 outlets	29	79	380	4 790	3 376
10 or more outlets	1.7	90	1 210	18 313	12 886
All retail trade	263	400	2 602	35 358	24 972
Of which:					
Co-operative Societies	0.26	11.6	163	2 490	1 888

[1] See notes to table 1.

order businesses or credit traders calling on customers. Registers of all other retailers were compiled by the field enumerators engaged in taking the Census of Population in April 1971. As already stated, the 1976 inquiry was taken as a sample inquiry from the list of businesses registered for VAT. In view of its statutory basis the list is regarded as comprehensive for businesses within its scope. Field work carried out in connection with the coverage of the VAT-based register of businesses suggested that as the effect of the exclusion of businesses below the VAT threshold (£5,000 at the time of the inquiry) there could be some 20 000 or more unregistered very small shops. Some more small shops would belong to businesses which have registered for VAT, though with a turnover of less than £5,000, and are excluded from the results at this stage of the inquiry. Taken together these account for a minimal proportion of total retail sales. Because of the difficulty of identifying the total population to be covered the estimates for 'other businesses with retail activities' must be regarded as less reliable than the other figures given in table 1.

A further difficulty is that businesses, when registering for value added tax purposes, choose a description of their retailing activity (trade classification) from a list supplied by HM Customs and Excise. It is known from the inquiry that some businesses classified as retailing for VAT do not in fact carry out any retail activity as defined by the standard industrial classification. Allowance has been made for these in the provisional results. Although other businesses may have registered under inappropriate trade classifications within retailing the provisional results presented here have been based on retailers' chosen trade classifications. As stated above, the final results will be analysed according to a kind of business classification, more in line with the classification used in past censuses to which retailers will be classified on the basis of their reported pattern of sales.

Sample estimates

The inquiry was taken as a sample selected from a population of businesses stratified by VTC and turnover into more than 600 cells. From returns to the inquiry estimates of the number of businesses within scope and trading for 1976 were made for the cells. Grossing factors were calculated for the cells as the ratio of the estimated number of businesses to the number of responding businesses within scope and trading for 1976. The grossing factors were applied to the sum of the reported values in the cells and the results were finally aggregated to provide the estimates given in the tables.

The estimates developed from a sample would almost certainly differ from the results of a census covering all businesses in the population but otherwise conducted under the same conditions as the sample. The particular sample selected for the inquiry is itself one of a large number of similar samples that, by chance, might have been selected under the same sampling specification. Measures of the variation of all possible sample estimates around the comparable complete coverage values will be given for the final results of the inquiry.

In addition to the errors due to sampling the estimates are subject to various response and operational errors of the type that would also occur in a census. Only limited consistency checks have been carried out so far on the incomplete data used for the provisional results given in this article.

Notes and definitions

Area covered. The inquiry covered Great Britain. Northern Ireland, the Isle of Man and the Channel Islands were excluded.

Period covered. All businesses were asked to make returns in respect of the calender year 1976, but if this was not their year of account a return for a business year ending on any date from 6 April 1976 to 5 April 1977 was accepted.

Form of organisation. The terms co-operative societies, single outlet retailers, small multiple retailers and large multiple retailers are used in Table 2 to denote respectively retail societies of the co-operative movement and retail businesses with one, two to nine or 10 or more retail outlets.

Trade classification. The references in table 1 are to the trade codes and headings in the VAT trade classification used by traders to describe the nature of their business when registering for VAT purposes. Group 24 of this classification covers retail distribution. VAT trade code 8228 covering opticians, included in group 24, is not included in the inquiry.

Number of businesses. The estimated number of VAT reporting units mainly engaged in retailing in 1976 together with other reporting units known to engage in retailing as a subsidiary activity.

Number of outlets. This represents the estimated number of retail outlets belonging to retail businesses. In addition to retail shops it includes mobile shops, stalls, credit traders calling on customers, retail outlets on the premises of another trader (a 'shop-within-shop'); in short, any separate place of business whose trading is within scope of the inquiry. It also includes branches outside Great Britain and non-retail branches if businesses were unable to restrict their returns to the area and activity covered by the inquiry.

Persons engaged. Includes all persons who worked in the business in the week ended 30 October 1976 or (if the business was closed in that week) in the nearest normal trading week, including those temporarily absent through sickness or holiday. All working proprietors who worked in the business are included, whether or not they received a definite wage, as well as paid employees. Part-time workers are included, however short the period for which they worked during the week.

Turnover. This means the total retail trading receipts, inclusive of value added tax, during the year; it includes receipts from the sale of goods and from repairs, rentals and other services provided, after deduction of discounts, credit and deferred rebates allowed to customers. It also includes receipts from catering activities when these are carried on in conjunction with retailing and separate catering accounts are not available. Sales against checks of check trading companies are included at their face value. Hire purchase and other credit transactions originated during the year are included at their cost value plus any charge for credit provided by the retailer. The total includes the value of sales by mail order and the value of other sales and charges for services not conducted through shops or other retail outlets.

Purchases. This means the net cost, exclusive of value added tax and after deduction of all trade discounts, of goods, materials and services purchased for resale or for use in the installation, repair or maintenance of retail customers' goods.

Inquiries: to Business Statistics Office, Cardiff Road, Newport, Gwent NPT 1XG, tel. Newport (0633) 56111, ext. 2000.

Business Monitors

The following titles and issues of Business Monitors are now available:

PRODUCTION SERIES

Monthly at £4.32 each per year post free

PM 471.1 Wood chipboard for November 1977
PM 476 Imported timber for November 1977

Quarterly at £1.56 each per year post free

PQ 215 Milk and milk products for third quarter 1977
PQ 219 Animal and poultry foods for third quarter 1977
PQ 338 Office machinery for third quarter 1977
PQ 399.9 Miscellaneous (non-electrical) machinery for third quarter 1977
PQ 365.2 Broadcast receiving and sound reproducing equipment for third quarter 1977
PQ 393 Bolts, nuts, screws, rivets, etc, for third quarter 1977
PQ 399.12 Miscellaneous metal goods for second quarter 1977
PQ 417.2 Warp knitting for third quarter 1977
PQ 450 Footwear for third quarter 1977
PQ 461.2 Clay building bricks and other non-refractory goods for third quarter 1977
PQ 485 Newspapers and periodicals for third quarter 1977
PQ 494.3 Sports equipment for third quarter 1977

MISCELLANEOUS SERIES

Monthly at £4.32 each per year post free

M 1 Motor vehcile registrations for November 1977

Quarterly at £1.56 each per year post free

M 6 Overseas travel and tourism for third quarter 1977

1973 Report on the Census of Production (price including postage shown in parentheses)

PA 339.9 Miscellaneous (non-electrical) machinery (£1.07)

Business Monitors in the production series and miscellaneous series, and certain monitors (nos. SD 1 to SD 9) in the service and distributive series, are available by annual subscriptions from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH.

Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the library at the Business Statistics Office, Newport, Gwent NPT 1XG (tel. 0633 56111, ext. 2973; telex 497121 – answer back BSONPT G) from which a complete list of the titles of Business Monitors is available on application. Back issues of the monthly and quarterly monitors cost 50p a copy post free. Please send payments for all orders below £5. The annual monitors are individually priced and the cost of these will be supplied on request. Exceptionally, copies can also be purchased over the counter at the Department of Trade's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4H 7HU.

Structure of company financing

This is the second of an annual series of articles[1] on the sources and uses of funds of industrial and commercial companies. It complements the article on companies' rate of return on capital employed published in *Trade and Industry*, 16 September 1977 (pages 519-522). The data on which this article is based are obtained from two sources – the national accounts (table 1 and chart 1) and the Department of Industry (DI) analysis of large companies' accounts as published in Business Monitor M3, Company Finance (tables 2, 3 and 4 and charts 2, 3 and 4)[2]. The ninth edition of Business Monitor M3 is due to be published shortly. A detailed description of the sources is given later in this article.

Total sources and uses of funds of industrial and commercial companies in aggregate (table 1) increased by more than a half in 1976 following a sharp fall in 1975. The increase on the sources side came largely from internal funds and bank borrowing, both of which rose sharply. On the uses side, total working capital increased sharply mainly through increased expenditure on stocks. This pattern is also clearly evident from the incomplete figures for 1976 for large, listed companies shown in table 2 where the increases in internal and external funds, and in expenditure on working capital, particularly stocks, were proportionately greater than for industrial and commercial companies in aggregate.

[1] The first of the annual series of articles appeared in *Trade and Industry*, 4 February 1977 (pages 330-335) updating an article in *Economic Trends*, September 1975, 'Structure of company financing', a shortened version of which appeared in *Trade and Industry*, 10 October 1975 (pages 110-113).

[2] Available by subscription from: HMSO, PO Box 569 London SE1 9NH. Or it can be ordered by post from the Library, Business Statistics Office, Newport, Gwent NPT 1XG.

Sources of funds

The most important source of company finance is internal funds. These funds, for both sets of data, are defined as trading income and other revenue income gross of depreciation and stock appreciation, *plus* capital receipts *less* tax, dividend and interest payments. The importance of internal funds, thus defined, can be seen from the upper part of charts 1 to 4. It is also clear that the proportion of internal funds to total funds tends to fluctuate according to the position in the economic cycle, being high at the peak of the profits cycle and low in the trough. This definition of internal funds is before deducting stock appreciation and depreciation at current replacement costs – that is before deducting the charges necessary to maintain the physical assets of the company. If, however, these charges were deducted so as to show the internal funds available to finance only growth in the quantity or volume of fixed assets and stocks, and any increase in other working capital and investment, then the contribution of internal funds would be lower, as shown below:

Internal funds as a proportion of total funds – national accounts data
All industrial and commercial companies

Per cent

	Before deducting stock appreciation and depreciation at current replacement costs	After deducting stock appreciation and depreciation at current replacement costs from internal and total funds
1964	68	55
1965	71	56
1966	74	54
1967	76	58
1968	73	55
1969	74	57
1970	70	45
1971	76	57
1972	58	36
1973	56	28
1974	62	−11
1975	80	−31
1976	74	12

Internal funds fell back slightly as a proportion of total funds in 1976 as can be seen from the table above (first column) and tables and charts 1 and 2. This fall occurred despite the substantial rise in the total value of internal funds; external funds, principally bank borrowing, rose proportionately more. The total value of internal funds rose because of the rise in gross income which was only slightly offset by modest increases in taxation, dividend and interest payments, for both industrial and commercial companies in aggregate (table 1) and large listed companies whose activities are mainly in the industrial and commercial sector (table 2).

Bank borrowing in 1976, though higher than in 1975, was well below the very high

Table 1 Sources and uses of funds of all industrial and commercial companies

£ million

	1966	1967	1968	1969	1970	1971	1972	1973	1974	1975	1976
Sources of funds											
Gross income [1, 2]	6 414	6 517	7 558	8 423	9 024	10 067	11 512	15 625	19 196	18 105	22 672
Unremitted profits of overseas subsidiaries [3]	−171	−178	−260	−299	−295	−288	−397	−760	−791	−846	−1 185
Gross income net of unremitted profits overseas	6 243	6 339	7 298	8 124	8 729	9 779	11 115	14 865	18 405	17 259	21 487
Capital transfers	26	236	454	598	526	595	409	373	364	442	401
Taxation payments including tax on dividends [4]	−1 756	−2 104	−2 262	−2 523	−2 964	−3 090	−3 310	−3 775	−6 047	−4 693	−4 826
Dividend payments on ordinary shares net of income tax [5]	−886	−860	−842	−913	−810	−930	−933	−1 396	−1 469	−1 608	−1 895
Interest payments and other dividends [5]	−847	−866	−995	−1 147	−1 235	−1 253	−1 443	−2 322	−3 303	−3 272	−3 735
Profits due abroad net of unremitted profits held in the United Kingdom [6]	−108	−111	−139	−129	−149	−224	−268	−347	−304	−243	−237
Transfers to public corporations and charities	−32	−33	−53	−46	−55	−56	−51	−51	−55	−60	−64
Total internal funds	2 640	2 601	3 461	3 964	4 042	4 821	5 519	7 347	7 591	7 825	11 131
Bank borrowing	187	333	569	664	1 126	732	2 988	4 504	4 411	418	2 494
Proceeds of issues of ordinary shares in the United Kingdom for cash	124	65	303	183	44	160	326	107	43	966	769
Issues of preference shares and debentures for cash and other loans and mortgages [7]	603	435	430	562	592	605	660	1 111	247	623	614
Total external funds	914	833	1 302	1 409	1 762	1 497	3 974	5 722	4 701	2 007	3 877
Total sources of funds	3 554	3 434	4 763	5 373	5 804	6 318	9 493	13 069	12 292	9 832	15 008
Uses of funds											
Gross domestic fixed capital formation	2 423	2 362	2 614	2 985	3 350	3 468	3 900	4 825	6 078	6 983	7 745
Cash acquisitions of subsidiaries and trade investments	286	385	396	364	454	556	971	1 474	755	567	803
Working capital:											
Stocks [1]	567	353	828	940	1 329	758	940	3 764	6 147	2 278	5 163
Bank deposits and other liquid assets	−78	450	378	−199	246	1 227	2 364	2 533	—	1 856	2 075
Intra-company investment [8]											
by United Kingdom companies overseas net of unremitted profits held abroad	138	144	146	222	164	222	101	767	640	138	566
by overseas companies net of unremitted profits held in United Kingdom	−162	−221	−206	−250	−427	−483	−142	−704	−1 410	−1 214	−1 084
Import deposits [9]	—	—	75	403	−225	−253	—	—	—	—	—
Export credit less import credit [10]	116	53	56	6	−7	−145	−104	−181	−10	−316	54
Total working capital	581	779	1 277	1 122	1 080	1 326	3 159	6 179	5 367	2 742	6 774
Other domestic and identified overseas assets	22	−143	103	406	−193	−139	138	−87	−149	602	754
Unidentified [11]	242	51	373	496	1 113	1 107	1 325	678	241	−1 062	−1 068
Total uses of funds	3 554	3 434	4 763	5 373	5 804	6 318	9 493	13 069	12 292	9 832	15 008
[1] Including stock appreciation of	297	145	485	582	888	832	1 066	2 553	4 941	4 140	5 300

levels of 1973 and 1974 but approached the, then, high level of 1972 for industrial and commercial companies in aggregate (table 1). As a proportion of total sources, bank borrowing in 1976 was just over half the 1972 figure and less than half the figures in 1973 or 1974 but much higher than the low figure for 1975 (table 1 and chart 1). Proceeds from issuing ordinary shares for cash were somewhat lower than the exceptionally high level in 1975. Though industrial share prices on average during the year were well up on the average for 1975, they fluctuated appreciably and were slightly lower at the end of 1976 than a year earlier. Almost half the proceeds from issuing ordinary shares was raised in the second quarter when share prices reached their peak in 1976. Issues of preference shares and debentures for cash and other loans and mortgages were at about the same level as in 1975. External funds in total were just over a quarter of total sources of funds for industrial and commercial companies in aggregate, about the average for 1966-1971 (table 1 and chart 1). Provisional 1976 figures for large, listed manufacturing, distribution and certain other service companies (table 2 and chart 2) indicate broadly similar changes in levels and proportions though this group of companies appear to have increased appreciably the level of their funds, though not the proportion, obtained from issuing shares, debentures and other loans.

Chart 1 **All industrial and commercial companies**

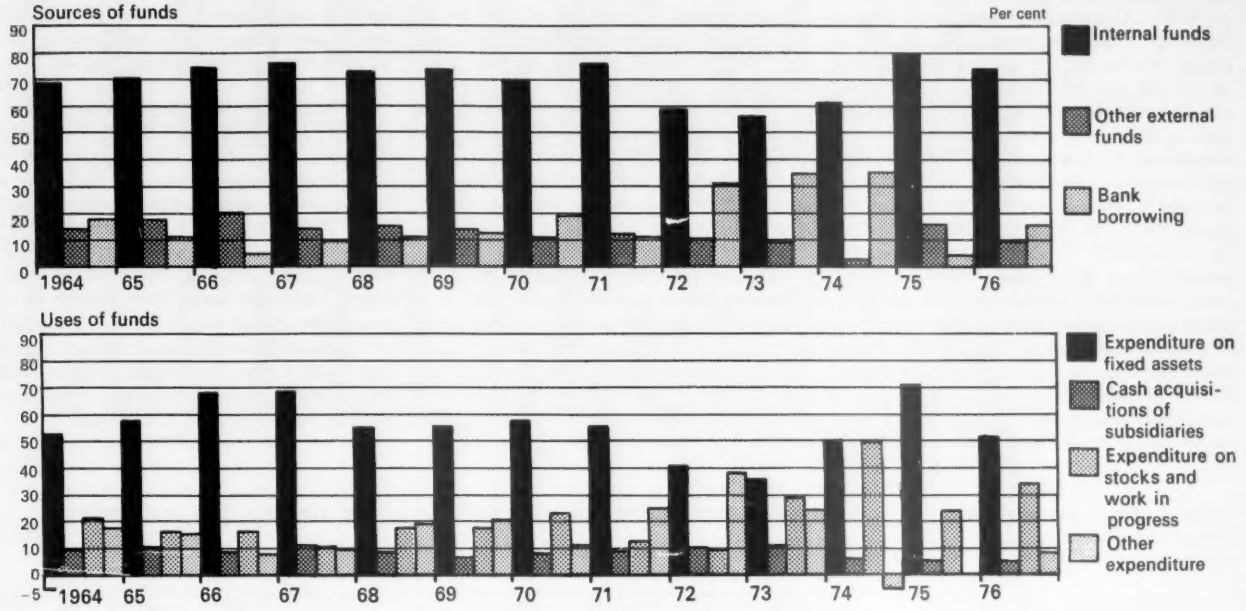


Table 1 (*continued*)

Per cent

1966	1967	1968	1969	1970	1971	1972	1973	1974	1975	1976
180.5	189.8	158.7	156.8	155.5	159.3	121.3	119.5	156.1	184.1	151.1
−4.8	−5.2	−5.5	−5.6	−5.1	−4.5	−4.2	−5.8	−6.4	−8.6	−7.9
175.7	184.6	153.2	151.2	150.4	154 8	117.1	113.7	149.7	175.5	143.2
0.7	6.9	9.5	11.1	9.1	9.4	4.3	2.9	3.0	4.5	2.7
−49.4	−61.3	−47.5	−47.0	−51.1	−48.9	−34.9	−28.9	−49.2	−47.7	−32.2
−24.9	−25.0	−17.7	−17.0	−14.0	−14.7	−9.8	−10.7	−12.0	−16.4	−12.6
−23.8	−25.2	−20.9	−21.3	−21.3	−19.8	−15.2	−17.8	−26.9	−33.3	−24.9
−3.0	−3.2	−2.9	−2.4	−2.6	−3.5	−2.8	−2.7	−2.5	−2.5	−1.6
−0.9	−1.0	−1.1	−0.9	−0.9	−0.9	−0.5	−0.4	−0.4	−0.6	−0.4
74.3	75.7	72.7	73.8	69.6	76.3	58.1	56.2	61.8	79.6	74.2
5.2	9.7	11.9	12.3	19.4	11.6	31.5	34.5	35.9	4.3	16.6
3.5	1.9	6.4	3.4	0.8	2.5	3.4	0.8	0.3	9.8	5.1
17.0	12.7	9.0	10.5	10.2	9.6	7.0	8.5	2.0	6.3	4.1
25.7	24.3	27.3	26.2	30.4	23.7	41.9	43.8	38.2	20.4	25.8
100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
68.2	68.8	54.9	55.6	57.7	54.9	41.1	36.9	49.4	71.0	51.6
8.0	11.2	8.3	6.8	7.8	8.8	10.2	11.3	6.1	5.8	5.4
16.0	10.3	17.4	17.5	22.9	12.0	9.9	28.8	50.0	23.2	34.4
−2.2	13.1	7.9	−3.7	4.2	19.4	24.9	19.4	—	18.9	13.8
3.9	4.2	3.1	4.1	2.8	3.5	1.1	5.9	5.2	1.4	3.8
−4.6	−6.4	−4.3	−4.7	−7.4	−7.6	−1.5	−5.4	−11.5	−12.3	−7.2
—	—	1.6	7.5	−3.9	−4.0	—	—	—	—	—
3.3	1.5	1.2	0.1	−0.1	−2.3	−1.1	−1.4	−0.1	−3.2	0.4
16.4	22.7	26.8	20.9	18.6	21.0	33.3	47.3	43.7	27.9	45.1
0.6	−4.2	2.2	7.6	−3.3	−2.2	1.5	−0.7	−1.2	6.1	5.0
6.8	1.5	7.8	9.2	19.2	17.5	14.0	5.2	2.0	−10.8	−7.1
100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
8.4	4.2	10.2	10.8	15.3	13.2	11.2	19.5	40.2	42.1	35.3

Notes to table 1

[2] Gross income is income arising in United Kingdom before depreciation plus income from abroad after depreciation (including unremitted profits of overseas subsidiaries).

[3] Profits of overseas subsidiaries of UK companies retained abroad. Separate figures for industrial and commercial companies have only been collected since 1968; earlier figures are estimates based on the movement in total company sector unremitted profits held abroad.

[4] Consists of UK taxes on income plus taxes on capital plus taxes paid abroad less additions to tax reserves, plus income tax payable on UK dividends. The taxes paid abroad include both taxes on unremitted profits retained abroad and on dividends remitted to the UK.

[5] Net of income tax in all years on dividends.

[6] Represents dividends, interests, etc, paid to parent company overseas. The unremitted profits are the profits of UK subsidiaries of overseas companies retained in the UK. Separate figures of unremitted profits for industrial and commercial companies have only been collected since 1968; earlier figures are estimated based on the movement in total company sector unremitted profits held in the UK.

[7] Including other capital issues overseas.

[8] Intra-company investment by UK parent companies does not appear in company accounts. Such investment by UK subsidiaries of overseas parents is distinguished; short-term loans and credit received and advanced are included under creditors and debtors respectively and long-term loans from overseas parents are included with long-term loans issued for cash in the DI analysis.

[9] Included in debtors in DI analysis.

[10] Included in debtors and creditors in DI analysis.

[11] Including unidentified debtors and creditors, expenditure on intangible assets and investments in company securities other than from acquisitions of subsidiaries and trade investments, as well as errors and any other omissions.

Sources: *Financial Statistics December 1977* and *National Income and Expenditure 1966-76.*

Use of funds

The main use of funds is for the purchase of fixed assets as can be seen from the charts. Expenditure on fixed assets is cyclical and tends to continue to rise rapidly in the year following the peak of the cyclical increase in profits and then to fall, or rise less rapidly, until the next profits peak. This has certainly been the pattern over recent years with a noticeable slowdown in the pace of fixed investment in 1975 and 1976. In 'real' terms, that is after removing the effects of inflation on the cost of assets, fixed investment fell in both 1975 and 1976, more so in 1975 than in 1976. Also net domestic fixed capital formation, that is gross domestic fixed capital formation *less* capital consumption at current replacement costs, for industrial and commercial companies in aggregate fell both in 1975 and, more so, in 1976. If the investment by companies in North Sea oil exploration and production is excluded then the falls in real and net fixed investment are greater. Most of the companies involved in the North Sea are excluded from the DI analysis and, hence, from the figures in tables 2, 3 and 4 because of their extensive overseas activities or because they have been predominantly engaged in exploration activities. This partly explains the slightly different pattern of changes in expenditure on fixed assets from year-to-year by large listed companies (table 2), or large listed and unlisted companies (table 3), compared to all industrial and commercial companies (table 1).

Though expenditure on fixed assets is of a similar order of magnitude to, but generally less than, internal funds it is not necessarily financed wholly by internal funds which may be required for other purposes. Since internal funds are so important a source of funds their size must, however, affect the expenditure on fixed assets. Also, in times of financial squeeze, internal funds are depressed and companies tend to react by cutting back fixed investment. In addition, the availability of internal funds is a reflection of profitability and the decision to invest is affected by the assessment of future profitability. The figures for 1976, showing a large rise in funds available internally accompanied by a modest rise in expenditure on fixed assets, would indicate a likely revival in fixed investment though the required level of working capital, in particular to finance stocks, may have an important bearing on the pace of revival. With North Sea investment expected to flatten-out, any revival is dependent on the performance of other industrial and commercial activities.

The other important use of funds is to finance stocks. The increases in stocks (including stock appreciation) have been particularly large in recent years reflecting, mainly, substantial rises in raw material prices and inflation generally as well as considerable stock building in 1973 and, to a lesser extent, in 1974. The figures in table 1 show that, in 1976, industrial and commercial companies in aggregate ran down their stocks slightly and stock appreciation exceeded £5 billion in a year for the first time. Large listed companies, on the other hand, as shown by the figures in table 2, built-up their stocks slightly following considerable de-stocking in 1975.

Stock appreciation, that is the additional amount of money needed due to higher prices to maintain the same volume of stocks, has, since 1966, generally accounted for well over half the expenditure on stocks. The proportion fluctuates considerably from year to year. In recent years stock building has also been affected by the much higher levels of stock appreciation. Funds needed to finance stocks reached a peak in 1974 when they even exceeded the funds used for expenditure on fixed assets. Expenditure on stocks as a proportion of expenditure on fixed assets about doubled in 1976 compared to 1975 and was about the same proportion as in 1973, though in 1973 the effect of stock appreciation was rather less marked. As a proportion of total uses of funds, expenditure on stocks rose less dramatically but, at over a third, was a good deal higher than in most years previously though well below the exceptionally high proportion in 1974.

Debtors and creditors can be a source or a

Table 2 Sources and uses of funds of large listed companies in manufacturing, distribution and certain other services [2]

£ million

	1971	1971	1972	1972	1973	1973	1974	1974	1975
Number of companies[3]	1 239	1 237	1 168	1 158	1 116	1 097	1 084	1 057	1 044
Sources of funds									
Net trading income [1, 4]	3 012	3 021	3 937	3 919	4 926	4 911	4 939	4 968	5 121
Other income	269	268	343	340	509	505	614	637	604
Depreciation [5]	1 294	1 294	1 427	1 419	1 635	1 625	1 819	1 841	2 093
Gross income	4 575	4 583	5 707	5 678	7 070	7 041	7 372	7 446	7 818
Other capital receipts	241	243	232	229	256	254	151	148	195
Taxation payments [6]	−1 401	−1 402	−1 261	−1 257	−1 453	−1 456	−1 672	−1 680	−1 500
Dividend payments (net of tax)[6]	−610	−610	−491	−488	−870	−865	−981	−991	−946
Interest on long-term loans	−355	−355	−395	−394	−480	−479	−525	−543	−576
Other expenditure on capital account [7]	−113	−113	−140	−139	−101	−130	−171	−181	−217
Total internal funds	2 336	2 346	3 652	3 629	4 422	4 365	4 174	4 199	4 774
Bank borrowing	−110	−117	315	300	1 335	1 305	1 760	1 780	−93
Ordinary shares issued for cash[8]	107	107	173	173	36	34	77	95	725
Preference and long-term loans [8]	397	397	268	267	529	521	94	45	319
Total external funds	394	387	756	740	1 900	1 860	1 931	1 920	951
Total sources of funds	2 729	2 733	4 408	4 369	6 322	6 225	6 105	6 119	5 725
Uses of funds									
Tangible fixed assets	2 072	2 074	2 152	2 124	2 956	2 869	3 444	3 537	3 582
Acquisition of subsidiaries	875	875	1 657	1 653	1 108	1 103	542	538	385
Less shares and loans issued in exchange	−544	−544	−1 180	−1 180	−597	−595	−139	−130	−85
Cash cost of acquisitions	330	331	477	473	511	509	403	408	300
Working capital									
Stocks [1]	306	301	763	754	2 694	2 645	3 685	3 846	1 620
Liquid assets [9]	363	364	845	847	555	550	−416	−419	912
Debtors [10]	−164	−163	1 112	1 109	2 480	2 411	1 715	1 690	1 217
Creditors [10]	−177	−175	−1 198	−1 198	−3 189	−3 107	−2 919	−2 945	−2 148
Debtors less creditors [10]	−341	−338	−86	−89	−709	−694	−1 204	−1 255	−931
Total working capital	327	327	1 523	1 512	2 540	2 500	2 065	2 172	1 601
Other expenditure									
Investments	107	110	341	340	422	424	108	86	270
Intangible assets [11]	2	2	16	16	51	50	21	24	22
Consolidation adjustment	−109	−110	−101	−96	−158	−127	64	−108	−50
Total uses of funds	2 729	2 733	4 408	4 369	6 322	6 225	6 105	6 119	5 725
[1] Including stock appreciation of	550	540	690	690	1 960	1 890	3 240	3 250	2 730

For footnotes 2 to 11 see Notes on page 248.

use of funds depending on the net position. Figures of domestic debtors and creditors are not available in the national accounts series but for the large companies in the DI analysis the increase in total creditors has generally been greater than the increase in total debtors since 1970, ie they have been net receivers of credit. Since 1974 when large companies (as covered by the DI analysis) were able to 'squeeze' debtors much more effectively than creditors were able to 'squeeze' them, there has been a considerable easing of the position and there was a big jump in the increase in both debtors and creditors in 1976, based on the incomplete figures shown in table 2. There was a further considerable build-up of liquid assets in 1976.

Increases in working capital as a whole for the large companies (tables 2, 3 and 4) exceeded a third of total uses in 1972, 1973 and 1974 but fell to nearer a quarter in 1975. The provisional figure for 1976 (table 2) shows a rise to nearly a half, a particularly high level. Working capital must, over a

Chart 2 Large listed companies in manufacturing, distribution and certain other services

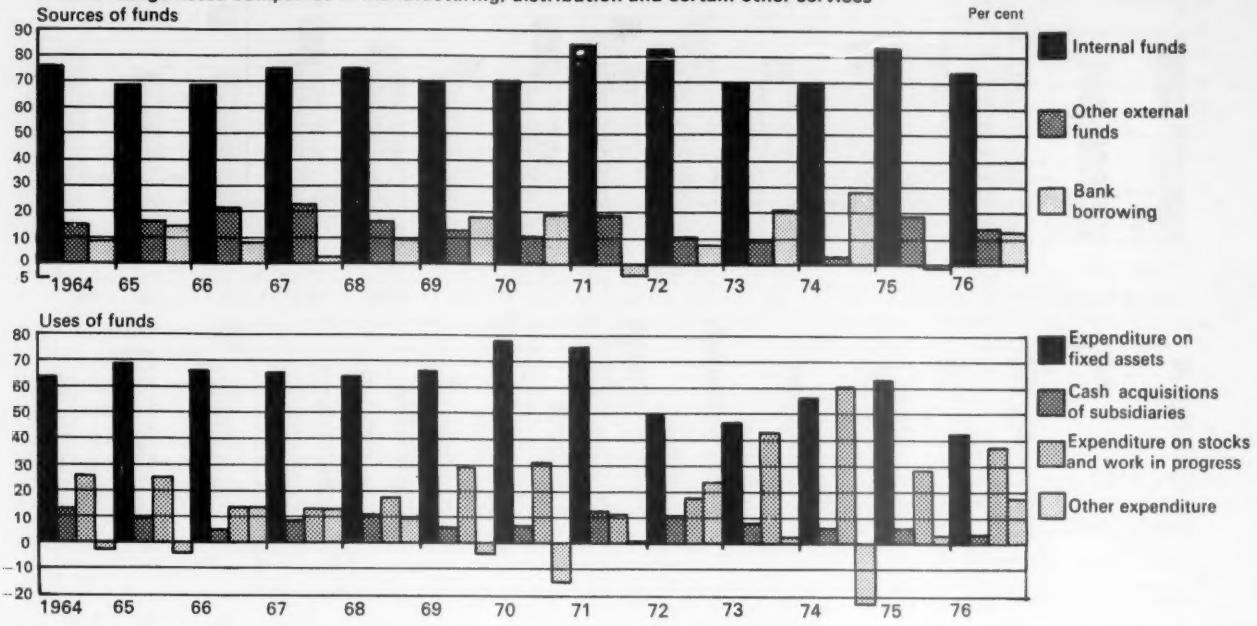


Table 2 *(continued)*

	Provisional	Per cent total sources/uses					Provisional	
1975	1976	1971	1972	1973	1974	1975	1976	
821	802	1 239	1 168	1 116	1 084	1 044	802	Number of companies [3]
								Sources of funds
4 550	6 500	110.4	89.3	77.9	80.9	89.4	72.3	Net trading income [1, 4]
567	778	9.9	7.8	8.1	10.1	10.6	8.6	Other income
1 841	2 138	47.4	32.4	25.9	29.8	36.6	23.8	Depreciation [5]
6 958	9 416	167.6	129.5	111.8	120.8	136.6	104.7	Gross income
171	361	8.8	5.3	4.0	2.5	3.4	4.0	Other capital receipts
−1 339	−1 347	−51.3	−28.6	−23.0	−27.4	−26.2	−15.0	Taxation payments [6]
−849	−1 020	−22.4	−11.1	−13.8	−16.1	−16.5	−11.3	Dividend payments (net of tax) [6]
−535	−597	−13.0	−9.0	−7.6	−8.6	−10.0	−6.7	Interest on long-term loans
−198	−200	−4.1	−3.2	−1.6	−2.8	−3.8	−2.2	Other expenditure on capital account [7]
4 208	6 613	85.6	82.8	69.9	68.4	83.4	73.5	Total internal funds
−56	1 116	−4.0	−7.1	−21.1	28.8	−1.6	12.4	Bank borrowing
654	836	3.9	3.9	0.6	1.3	12.7	9.3	Ordinary shares issued for cash [8]
293	430	14.5	6.1	8.4	1.5	5.5	4.8	Preference and long-term loans [8]
891	2 382	14.4	17.2	30.1	31.6	16.6	26.5	Total external funds
5 099	8 995	100.0	100.0	100.0	100.0	100.0	100.0	Total sources of funds
								Uses of funds
3 199	3 793	75.9	48.8	46.8	56.4	62.6	42.2	Tangible fixed assets
336	433	32.1	37.6	17.5	8.9	6.7	4.8	Acquisition of subsidiaries
−55	−107	−19.9	−26.8	−9.4	−2.3	−1.5	−1.2	*Less* shares and loans issued in exchange
281	326	12.1	10.8	8.1	6.6	5.2	3.6	Cash cost of acquisitions
								Working capital
1 502	3 342	11.2	17.3	42.6	60.4	28.3	37.2	Stocks [1]
811	1 273	13.3	19.2	8.8	−6.8	15.9	14.1	Liquid assets [9]
1 077	2 880	−6.0	25.2	39.2	28.1	21.3	32.0	Debtors [10]
−2 009	−3 255	−6.5	−27.2	−50.4	−47.8	−37.5	−36.2	Creditors [10]
−932	−375	−12.5	−2.0	−11.2	−19.7	−16.2	−4.2	Debtors less creditors [10]
1 381	4 240	12.0	38.3	40.2	33.8	28.0	47.1	Total working capital
								Other expenditure
274	625	3.9	7.7	6.7	1.8	4.7	7.0	Investments
18	16	0.1	0.4	0.8	0.3	0.4	0.2	Intangible assets [11]
−54	−5	−4.0	−2.3	−2.5	1.0	−0.9	−0.1	Consolidation adjustment
5 099	8 995	100.0	100.0	100.0	100.0	100.0	100.0	Total uses of funds
2 420	3 030	20.2	15.7	31.0	53.1	40.7	33.7	[1] Including stock appreciation of

period of time, be expected to keep up with changes in turnover and, hence, must reflect increases in prices.

Manufacturing companies

A comparison of the experience of manufacturing companies in the DI analysis with that of all the companies in the analysis can be made from tables 3 and 4. Broadly speaking, the pattern over the five year period is the same. This is not surprising since companies in manufacturing industries (table 4) account for just over two-thirds by number of all companies in the analysis (table 3) and, in terms of total sources and uses of funds, have accounted for three-quarters on average. The latter proportion has fluctuated over the period from 75 per cent in 1971 to 68 per cent in 1972 to 78 per cent in 1974 and 1975. Some detailed comments were made in last year's article about the comparison between

Chart 3 **Large listed and unlisted companies in manufacturing, distribution and certain other services**

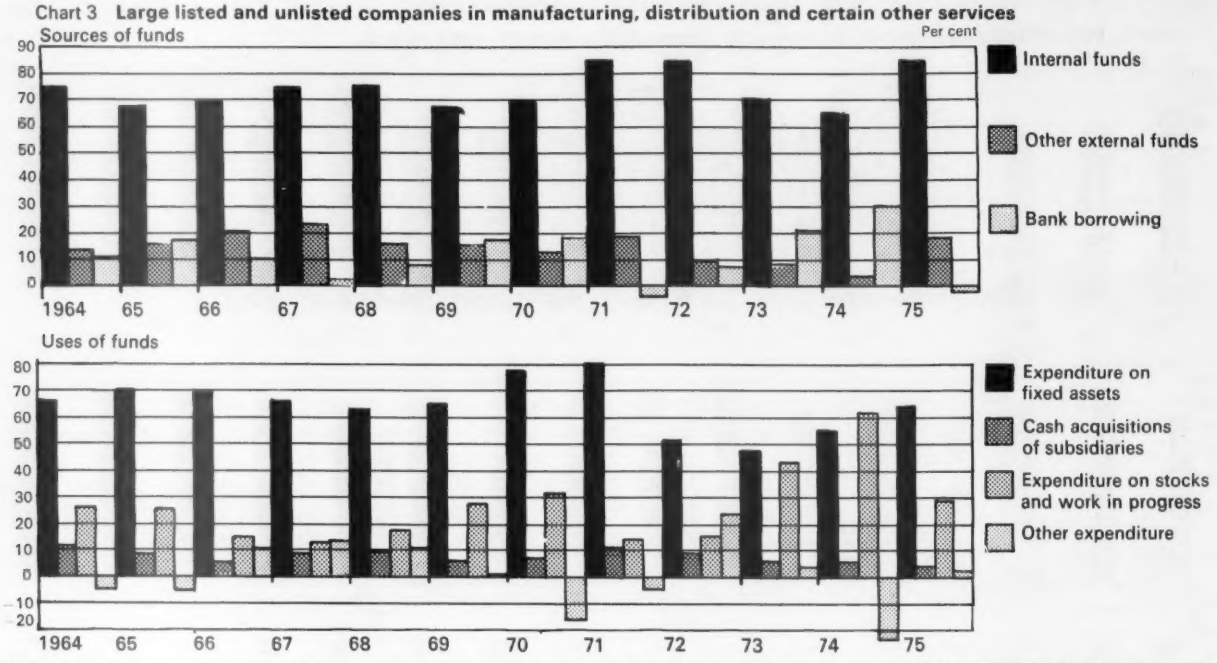

Sources of funds
Per cent
Internal funds
Other external funds
Bank borrowing
Uses of funds
Expenditure on fixed assets
Cash acquisitions of subsidiaries
Expenditure on stocks and work in progress
Other expenditure
1964 65 66 67 68 69 70 71 72 73 74 75

Table 3 Sources and use of funds of large listed and unlisted companies in manufacturing, distribution and certain other services [2]

	£ million									Per cent total sources/uses				
	1971	1971	1972	1972	1973	1973	1974	1974	1975	1971	1972	1973	1974	1975
Number of companies [3]	1 851	1 825	1 754	1 734	1 691	1 664	1 649	1 526	1 513	1 851	1 754	1 691	1 649	1 513
Sources of funds														
Net trading income [1] [4]	3 489	3 490	4 630	4 612	5 843	5 822	5 760	5 773	5 915	106.1	87.1	77.1	76.3	87.8
Other income	319	316	385	383	568	559	692	695	672	9.7	7.2	7.5	9.2	10.0
Depreciation [5]	1 595	1 591	1 763	1 754	2 004	1 992	2 225	2 223	2 538	48.5	33.2	26.5	29.5	37.7
Gross income	5 403	5 397	6 778	6 749	8 415	8 373	8 677	8 691	9 125	164.3	127.6	111.1	115.0	135.5
Other capital receipts	305	304	291	288	315	312	197	187	253	9.3	5.5	4.2	2.6	3.7
Taxation payments [6]	−1 679	−1 676	−1 496	−1 490	−1 706	−1 706	−1 952	−1 940	−1 734	−51.1	−28.1	−22.5	−25.9	−25.8
Dividend payments (net of tax) [6]	−688	−686	−563	−560	−1 074	−1 068	−1 193	−1 194	−1 067	−20.9	−10.6	−14.2	−15.8	−15.8
Interest on long-term loans	−392	−392	−438	−437	−531	−530	−578	−590	−643	−11.9	−8.2	−7.0	−7.7	−9.5
Other expenditure on capital account [7]	−123	−122	−154	−153	−113	−141	−179	−187	−224	−3.7	−2.9	−1.5	−2.4	−3.3
Total internal funds	2 826	2 825	4 418	4 398	5 305	5 239	4 972	4 967	5 710	85.9	83.1	70.0	65.9	84.8
Bank borrowing	−139	−136	370	355	1 605	1 565	2 318	2 290	−172	−4.2	6.9	21.2	30.7	−2.6
Ordinary shares issued for cash [8]	135	135	205	203	82	80	123	129	761	4.1	3.9	1.1	1.6	11.3
Preference and long-term loans [8]	467	462	321	320	581	576	133	96	437	14.2	6.0	7.7	1.8	6.5
Total external funds	463	462	896	878	2 268	2 221	2 574	2 515	1 026	14.1	16.9	30.0	34.1	15.2
Total sources of funds	3 288	3 286	5 314	5 276	7 574	7 461	7 546	7 482	6 736	100.0	100.0	100.0	100.0	100.0
Uses of funds														
Tangible fixed assets	2 649	2 648	2 747	2 716	3 541	3 447	4 192	4 219	4 315	80.6	51.7	46.8	55.5	64.1
Acquisition of subsidiaries	915	915	1 675	1 671	1 125	1 120	589	585	417	27.8	31.5	14.9	7.8	6.2
Less shares and loans issued in exchange	−563	−563	−1 183	−1 183	−608	−606	−144	−133	−99	−17.1	−22.2	−8.0	−1.9	−1.5
Cash cost of acquisitions	351	351	493	489	517	514	444	452	318	10.7	9.3	6.8	5.9	4.7
Working capital														
Stocks [1]	446	439	823	815	3 264	3 215	4 665	4 798	1 948	13.6	15.5	43.1	61.8	28.9
Liquid assets [9]	414	412	935	936	652	647	−453	−444	964	12.6	17.6	8.6	−6.0	14.3
Debtors [10]	−233	−236	1 335	1 334	3 056	2 979	2 334	2 313	1 448	−7.1	25.1	40.3	30.9	21.5
Creditors [10]	−334	−327	−1 296	−1 297	−3 815	−3 731	−3 817	−3 842	−2 540	−10.2	−24.4	−50.4	−50.6	−37.7
Debtors less creditors [10]	−568	−563	39	37	−759	−752	−1 483	−1 529	−1 092	−17.2	0.7	−10.0	−19.7	−16.2
Total working capital	292	289	1 796	1 787	3 157	3 110	2 729	2 825	1 820	8.9	33.8	41.7	36.2	27.0
Other expenditure														
Investments	113	116	362	363	470	472	102	75	283	3.4	6.8	6.2	1.4	4.2
Intangible assets [11]	2	3	23	23	53	53	24	27	23	0.1	0.4	0.7	0.3	0.3
Consolidation adjustment	−119	−121	−107	−102	−165	−134	55	−116	−23	−3.6	−2.0	−2.2	0.7	−0.3
Total uses of funds	3 288	3 286	5 314	5 276	7 574	7 461	7 546	7 482	6 736	100.0	100.0	100.0	100.0	100.0
[1] Including stock appreciation of	680	670	820	820	2 290	2 220	3 960	3 930	3 290	20.7	15.4	30.2	52.5	48.8

For footnotes 2 to 11 see Notes on page 248.

manufacturing companies and all companies for the years up to 1974 and are not repeated in this article.

The main changes between 1974 and 1975 in the experiences of the manufacturing and non-manufacturing group of companies in the analysis (the latter being the difference between tables 3 and 4) were that while both showed a reduction of about 10 per cent in their total sources and uses, non-manufacturing companies were able to increase their internal funds by 25 per cent but manufacturing companies by only about half that. While external funds for both groups were about a third of their total sources in 1974 there was a much greater fall in the importance of external funds for non-manufacturing than for manufacturing companies in 1975, to

Chart 4 **Large listed and unlisted companies in manufacturing**

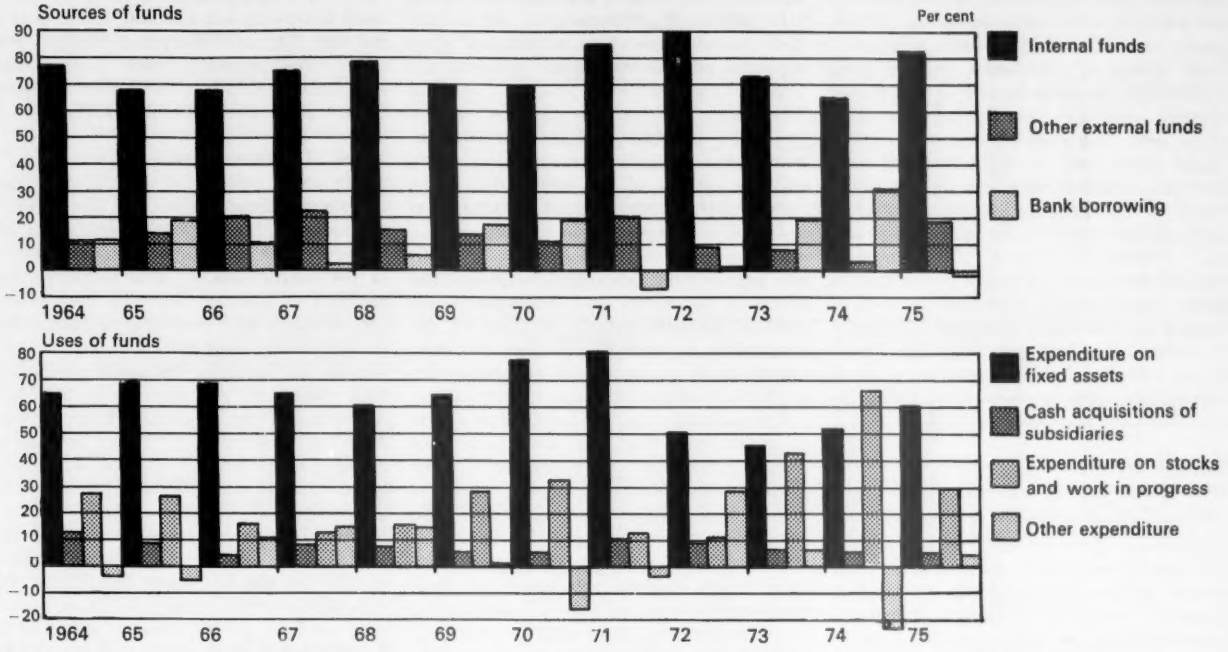

Sources of funds
Per cent
Internal funds
Other external funds
Bank borrowing
Uses of funds
Expenditure on fixed assets
Cash acquisitions of subsidiaries
Expenditure on stocks and work in progress
Other expenditure
1964 65 66 67 68 69 70 71 72 73 74 75

Table 4 Sources and uses of funds of large listed and unlisted companies in manufacturing industries [2]

	£ million									Per cent total sources/uses				
	1971	1971	1972	1972	1973	1973	1974	1974	1975	1971	1972	1973	1974	1975
Number of companies [3]	1 276	1 248	1 211	1 199	1 178	1 168	1 157	1 033	1 023	1 276	1 211	1 178	1 157	1 023
Sources of funds														
Net trading income [1, 4]	2 559	2 536	3 316	3 299	4 272	4 271	4 367	4 401	4 410	103.6	92.0	77.6	74.2	83.4
Other income	237	227	282	282	431	427	531	546	529	9.6	7.8	7.8	9.0	10.0
Depreciation [5]	1 270	1 262	1 387	1 379	1 557	1 554	1 715	1 718	1 955	51.4	38.5	28.3	29.1	37.0
Gross income	4 067	4 025	4 984	4 960	6 260	6 252	6 613	6 665	6 894	164.7	138.3	113.7	112.4	130.4
Other capital receipts	256	255	217	214	258	256	157	153	199	10.4	6.0	4.7	2.7	3.8
Taxation payments [6]	−1 279	−1 277	−1 102	−1 097	−1 234	−1 236	−1 430	−1 431	−1 297	−51.8	−30.6	−22.4	−24.3	−24.5
Dividend payments (net of tax) [6]	−512	−508	−412	−408	−774	−774	−910	−918	−791	−20.7	−11.4	−14.1	−15.5	−15.0
Interest on long-term loans	−316	−309	−334	−333	−408	−408	−431	−437	−491	−12.8	−9.3	−7.4	−7.3	−9.3
Other expenditure on capital account [7]	−94	−92	−128	−127	−83	−113	−144	−145	−154	−3.8	−3.5	−1.5	−2.4	−2.9
Total internal funds	2 123	2 096	3 226	3 208	4 018	3 977	3 855	3 887	4 360	85.9	89.5	73.0	65.5	82.5
Bank borrowing	−174	−163	25	12	1 087	1 076	1 831	1 841	−51	−7.0	0.7	19.7	31.1	−1.0
Ordinary shares issued for cash [8]	102	102	144	142	65	65	83	81	601	4.1	4.0	1.2	1.4	11.4
Preference and long-term loans [8]	419	405	209	211	337	337	116	79	376	17.0	5.8	6.1	2.0	7.1
Total external funds	347	344	378	365	1 489	1 478	2 030	2 001	926	14.1	10.5	27.0	34.5	17.5
Total sources of funds	2 470	2 440	3 604	3 573	5 507	5 455	5 885	5 888	5 286	100.0	100.0	100.0	100.0	100.0
Uses of funds														
Tangible fixed assets	1 997	1 969	1 827	1 806	2 501	2 434	3 044	3 066	3 184	80.9	50.7	45.4	51.7	60.2
Acquisition of subsidiaries	633	631	924	921	686	688	416	445	347	25.6	25.6	12.5	7.1	6.6
Less shares and loans issued in exchange	−369	−369	−606	−606	−343	−342	−85	−113	−84	−14.9	−16.8	−6.2	−1.4	−1.6
Cash cost of acquisitions	264	261	318	315	342	346	331	332	263	10.7	8.8	6.2	5.6	5.0
Working capital														
Stocks [1]	304	296	418	409	2 326	2 324	3 909	3 975	1 585	12.3	11.6	42.2	66.4	30.0
Liquid assets [9]	328	327	708	708	576	576	−498	−543	757	13.3	19.6	10.5	−8.5	14.3
Debtors [10]	−282	−286	837	830	2 184	2 164	1 839	1 794	1 026	−11.4	23.2	39.7	31.2	19.4
Creditors [10]	−88	−71	−749	−742	−2 636	−2 639	−2 709	−2 709	−1 788	−3.6	−20.8	−47.9	−46.0	−33.8
Debtors less creditors [10]	−370	−357	87	87	−452	−475	−870	−915	−762	−15.0	2.4	−8.2	−14.8	−14.4
Total working capital	262	266	1 213	1 204	2 450	2 425	2 541	2 517	1 580	10.6	33.7	44.5	43.2	29.9
Other expenditure														
Investments	68	64	296	294	336	349	50	42	248	2.7	8.2	6.1	0.8	4.7
Intangible assets [11]	6	5	11	11	31	31	16	18	19	0.2	0.3	0.6	0.3	0.4
Consolidation adjustment	−127	−126	−62	−58	−154	−130	−97	−87	−8	−5.1	−1.7	−2.8	−1.6	−0.2
Total uses of funds	2 470	2 440	3 604	3 573	5 507	5 455	5 885	5 888	5 286	100.0	100.0	100.0	100.0	100.0
[1] Including stock appreciation of	550	540	610	610	1 740	1 740	3 180	3 180	2 660	22.3	16.9	31.6	54.0	50.3

For footnotes 2 to 11 see page 428

below 7 per cent compared to 17½ per cent for manufacturing companies. Both groups of companies changed from being borrowers from banks on a substantial scale in 1974 to modest repayers in 1975, with both groups raising considerably more funds by issuing shares for cash or through long-term loans.

On the uses side, manufacturing companies increased their expenditure on tangible fixed assets slightly while non-manufacturing companies reduced such expenditure marginally. Both groups of companies reduced their expenditure on stocks by over a half mainly through reducing the physical volume of stocks held. Following the large reduction in liquid assets held by manufacturing companies in 1974 there was an even greater build-up in 1975. Non-manufacturing companies increased their liquid assets in both 1974 and 1975. While both groups of companies reduced their creditors by just over a third in 1975, manufacturing companies showed a much greater reduction in debtors and largely as a result, they were able to show a much larger reduction in the proportion of funds required for working capital than were non-manufacturing companies in 1975.

Sources of data

The figures used in this article have been obtained from two sources:

1 Table 1 – Quarterly data on the sources and uses of funds of all industrial and commercial companies resident in the United Kingdom published in *Financial Statistics*. These data form part of the national accounts.

2 Tables 2, 3 and 4 – Department of Industry (DI) analysis of the published consolidated accounts of large listed and unlisted companies operating mainly in the United Kingdom in manufacturing, distribution, construction, transport and certain other services. These figures are published, in detail, annually in Business Monitor M3, Company Finance but see *Trade and Industry*, 10 June 1977 (pages 502-504) for summary figures for large listed companies in 1975, illustrating the form of the analysis.

Table 1, based on national accounts data, covers the period 1966 to 1976 so as to include revisions to figures previously published. In tables 2, 3 and 4 figures are given back to 1971 only; figures back to 1964 for tables 3 and 4 were published in the *Economic Trends* September 1975 article. The equivalent figures for table 2 can be supplied on request (from inquiry point given at the end of the article).

The national accounts data provide a consolidated account for all industrial and commercial companies so that, for example, dividends passing between industrial and commercial companies resident in the United Kingdom do not appear in the figures. The DI data, in contrast, are only consolidated to the extent that they are taken from the consolidated accounts of groups of companies, so that, for example, dividends passing between two groups of companies are included in the DI figures. Also the national accounts data, because they relate only to the UK activity of companies, do not include their overseas operations and instead show explicitly certain transactions between the United Kingdom parent and their overseas subsidiaries. However, the national accounts figures for industrial and commercial companies are not drawn from a common source and the quality of the information varies considerably. Further, not all financial assets and liabilities are covered by the statistics, the most important omissions being trade creditors and debtors other than overseas. The extent of the errors and omissions in the national accounts data is revealed by the discrepancy between total sources and total uses of funds, giving rise to an amount for unidentified items, which can be very large.

The main advantage of the DI data on the other hand, is that they are drawn from company accounts which provide a comprehensive and balanced account of sources and uses of funds. However, because the analysis is based on the consolidated accounts of groups of companies the figures also include any overseas subsidiaries of these companies but they omit the UK activities of UK companies operating mainly abroad. In addition the figures relate to companies' accounting periods ending in the fiscal years so that the time period covered ranges over nearly two years; for instance, the 1972 analysis includes some accounts with accounting years ending in April 1972 and others ending on 5 April 1973. This can make it difficult at times to distinguish changes.

The broad features of the DI analysis of large companies' sources and uses of funds are very similar to those for all industrial and commercial companies from the national accounts data; the companies in the DI analysis are thought to account for something like three-fifths to two-thirds of the net assets of all industrial and commercial companies. The two sets of figures do, however, differ because of differences in coverage, timing, and the definition of items so that comparisons between the two sets of data cannot be precise.

There are some noticeable divergences between the results shown by the DI analysis and the national accounts data. In particular, comparing the proportions shown in table 2 with those in table 1, internal funds of the companies in the DI analysis remained greater than four-fifths of total funds in 1972 before falling in 1973 and, again, in 1974 to just under two-thirds. For the national accounts series, covering all industrial and commercial companies, there was a sharp fall in internal funds' proportion of total funds in 1972 to just below three-fifths. It remained at this level in 1973 before recovering slightly to almost two-thirds in 1974. This divergence mainly related to bank borrowing but was also due in part to the fact that some companies delayed payment of dividends. These factors were explained in detail in the earlier article in *Trade and Industry*, 10 October 1975.

Form of presentation

There are a number of ways of compiling statements of the sources and uses of funds depending on the purpose for which they are required. The presentation adopted here, as in the earlier articles, is a simplified one designed to illustrate the main sources and uses of funds and their relative importance for companies in aggregate, which may not be suitable for examining the position of individual companies. A Statement of Standard Accounting Practice (SSAP 10 issued July 1975) on 'Statements of source and application of funds' sets out how the sources and uses of funds by individual companies can be shown clearly.

The available aggregate statistics on the sources and uses of funds by companies identify on the one hand how funds are obtained and on the other how they are used. However there are a number of problems in determining to what extent there should be prior 'netting out' of like items and also in deciding on which side of the account items should appear. 'Netting out' involves either offsetting a particular type of expenditure against a particular source of funds, such as dividends being charged against profits, rather than being treated as a separate use of funds, or vice versa where a particular type of income is offset against expenditure on similar items such as creditors being offset against debtors. Whatever presentation is used, it is not possible to do more than show how companies raised money and how these total funds were spent. The statistical information is only an historic record of what happened and cannot show how much money companies wished to raise and spend; nor does it show for what purpose particular funds were acquired, nor how particular expenditure was financed.

Inquiries: Home Financial Statistics (Room 241c), Economics and Statistics Division 6a, Departments of Industry, Trade and Prices and Consumer Protection, 1 Victoria Street, London SW1H 0ET, tel. 01-215 3132.

Notes to tables 2, 3 and 4

[2] Source: DI analysis of large listed and unlisted companies which operate mainly in the United Kingdom in manufacturing, distribution, construction and certain other services. Companies whose main interests are in agriculture, mining, shipping, insurance, banking and finance and those operating mainly overseas are not included. From 1970, the analysis covered all companies in scope with net assets of £2 million or more, or gross income of £200,000 or more, in 1968. From 1975 (and comparable 1974), the analysis covers all companies in scope with net assets of £5 million or more, or gross income of £500,000 or more in 1973. The figures in tables 3 and 4 are final figures for listed *and* unlisted companies with comparable data for the previous year; the figures in table 2 relate to listed companies only, the 1976 (and comparable 1975) figures being provisional. The figures for each year relate to accounting years ending between 6 April of the year shown and 5 April of the following year.

[3] The number of companies decreases between the comparable figures for each set of years because those companies acquired in the current year were independent in the previous year.

[4] Trading income net of depreciation and short-term interest, before deduction of tax, dividend and long-term interest payments.

[5] Depreciation at book values as charged in companies' accounts.

[6] Taxation payments include income tax payable on dividends; dividend payments are net of tax in all years.

[7] Consists of expenses on share or loan issues, amounts written off current assets and liabilities not separately distinguished, expenditure charged against reserves, and decreases in minority interests.

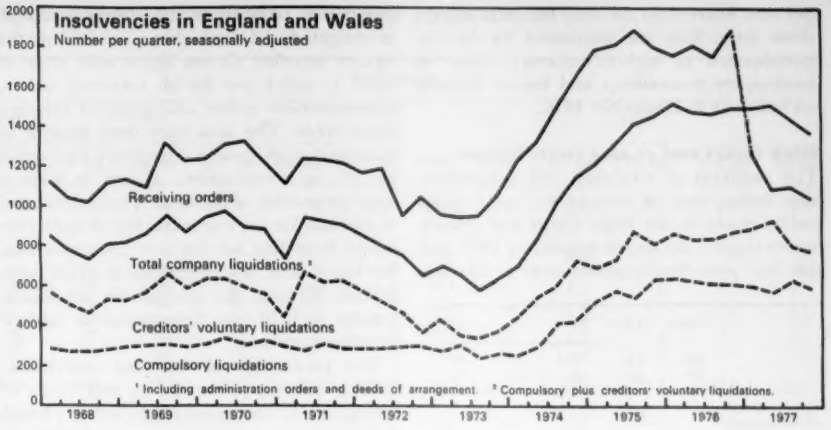
[8] Increase net of redemptions and excludes shares and loans issued in exchange for subsidiaries acquired.

[9] Covers cash, bank deposits, UK Treasury Bills, tax reserve certificates, and any other short-term deposits.

[10] Short-term loans are included in creditors, and short-term credit advanced and received by UK subsidiaries of overseas companies is included in debtors and creditors respectively.

[11] Covers expenditure on research and development which has not been written off against profits, patents, trade marks, licences, royalty agreements, and any goodwill not arising out of acquisitions of subsidiaries.

Insolvencies in England and Wales: fourth quarter 1977



Both company liquidations and receiving orders fell in the fourth quarter of 1977 compared with the previous quarter. For 1977 as a whole compared with the previous year, company liquidations fell slightly, from 5939 to 5815, still an historically high level, and receiving orders fell sharply, from 7207 to 4505, though that change is largely accounted for by the introduction in December 1976 of higher monetary limits in bankruptcy proceedings and higher deposits on petitions.

Table 1 shows that, on a seasonally adjusted basis, total company liquidations fell to about 1370 in the fourth quarter of 1977 compared with about 1440 in the previous quarter. The fall took place in both compulsory and creditors' voluntary liquidations. Compulsory liquidations fell from about 640 to about 590 and creditors' voluntary liquidations fell from about 800 to about 780. The chart shows that company liquidations rose steadily from mid-1973 to early 1976 and that since then they have remained relatively level, with a fall in the last two quarters.

Before seasonal adjustment, there were 1615 company liquidations in the fourth quarter of 1977 made up of 818 compulsory liquidations and 797 creditors' voluntary liquidations. The total is about 7 per cent lower than a year earlier, with compulsory liquidations about 3 per cent lower and creditors' voluntary liquidations about 11 per cent lower. The total of 5815 company liquidations of both kinds in 1977 is about 2 per cent lower than the total for 1976, which was the highest annual total since at least 1960.

Table 1 also shows, on a seasonally adjusted basis, that receiving orders (including administration orders and deeds of arrangement) fell to about 1045 in the fourth quarter of 1977 compared with about 1105 in the previous quarter. The chart shows that receiving orders (including administration orders and deeds of arrangement) rose steadily from mid-1973 to mid-1975 and from then remained relatively level until the end of 1976. They fell sharply in the first quarter of 1977, following increases in the monetary limits in bankruptcy proceedings and in the deposits on bankruptcy petitions which came into effect in December 1976 (see the notes at the end of this article) and there is a discontinuity in the series at this point. They fell again in the second quarter of 1977, in part at least because of the continuing effect of the changes in monetary limits and deposits, but since then they have remained relatively level.

Before seasonal adjustment, the number of receiving orders (including administration orders and deeds of arrangement) in the fourth quarter of 1977 was 1038, a fall of about 45 per cent compared with a year earlier. The annual total of 4505 receiving orders (including administration orders and deeds of arrangement) in 1977 is about 37

Table 1 Insolvencies

England and Wales — Number

	Bankruptcies					Company liquidations					
	Unadjusted				Seasonally adjusted	Unadjusted			Seasonally adjusted		
	Total	Receiving orders	Administration orders	Deeds of arrangement	Total	Total	Compulsory	Creditors' voluntary	Total	Compulsory	Creditors' voluntary
1968	4 298	4 123	27	148		3 165	1 108	2 057			
1969	4 772	4 532	20	220		3 510	1 181	2 329			
1970	5 087	4 878	29	180		3 689	1 269	2 420			
1971	4 793	4 630	13	150		3 506	1 166	2 340			
1972	4 337	4 225	19	93		3 063	1 150	1 913			
1973	3 917	3 805	12	100		2 575	1 080	1 495			
1974	5 718	5 595	13	110		3 720	1 395	2 325			
1975	7 271	7 123	20	128		5 398	2 287	3 111			
1976	7 207	7 089	19	99		5 939	2 511	3 428			
1977	4 505	4 404	15	86		5 815	2 409	3 406			
1968											
1st qtr	1 231	1 190		41	1 121	897	307	590	850	287	563
2nd qtr	1 024	985		39	1 040	775	279	496	772	271	501
3rd qtr	932	907		25	1 020	586	148	438	731	270	461
4th qtr	1111	1 068		43	1 117	907	374	533	812	280	532
1969											
1st qtr	1 231	1 173		58	1 135	872	318	554	824	296	528
2nd qtr	1 095	1 055		40	1 094	871	308	563	864	298	566
3rd qtr	1 215	1 157		58	1 319	798	171	627	957	305	652
4th qtr	1 231	1 167		64	1 224	969	384	585	865	282	583
1970											
1st qtr	1 314	1 273		41	1 236	981	318	663	942	305	637
2nd qtr	1 321	1 280		41	1 308	966	339	627	971	335	636
3rd qtr	1 219	1 174		45	1 324	744	169	575	893	303	590
4th qtr	1 233	1 180		53	1 219	998	443	555	883	326	557
1971											
1st qtr	1 171	1 145		26	1 110	760	310	450	730	297	433
2nd qtr	1 253	1 205		48	1 237	945	285	660	942	275	667
3rd qtr	1 137	1 092		45	1 233	777	172	605	925	308	617
4th qtr	1 232	1 201		31	1 213	1 024	399	625	909	286	623
1972											
1st qtr	1 222	1 197		25	1 166	877	291	586	855	284	571
2nd qtr	1 200	1 175		25	1 187	799	293	506	799	284	515
3rd qtr	866	844		22	945	614	160	454	753	291	462
4th qtr	1 049	1 028		21	1 039	773	406	367	656	291	365
1973											
1st qtr	1 011	982		29	954	710	273	437	700	271	429
2nd qtr	952	919		33	941	653	308	345	655	302	353
3rd qtr	875	858		17	955	463	130	333	579	241	338
4th qtr	1 079	1 058		21	1 067	749	369	380	641	266	375
1974											
1st qtr	1 322	1 296		26	1 230	713	264	449	701	258	443
2nd qtr	1 341	1 314		27	1 329	844	309	535	847	297	550
3rd qtr	1 377	1 355		22	1 500	829	224	605	1 023	415	608
4th qtr	1 678	1 643		35	1 659	1 334	598	736	1 149	425	724
1975											
1st qtr	1 938	1 900		38	1 782	1 238	540	698	1 218	525	693
2nd qtr	1 816	1 783		33	1 807	1 317	593	724	1 311	580	731
3rd qtr	1 719	1 693		26	1 888	1 138	279	859	1 417	541	876
4th qtr	1 798	1 767		31	1 794	1 705	875	830	1 452	641	811
1976											
1st qtr	1 921	1 891		30	1 758	1 554	687	867	1 514	646	868
2nd qtr	1 807	1 785		22	1 807	1 490	653	837	1 471	631	840
3rd qtr	1 592	1 571		21	1 750	1 150	324	826	1 462	619	843
4th qtr	1 887	1 861		26	1 892	1 745	847	898	1 492	615	877
1977											
1st qtr	1 373	1 350		23	1 259	1 542	653	889	1 496	604	892
2nd qtr	1 092	1 067		25	1 096	1 533	602	931	1 510	578	932
3rd qtr	1 002	980		22	1 105	1 125	336	789	1 439	637	802
4th qtr	1 038	1 022		16	1 045	1 615	818	797	1 370	590	780

per cent lower than the total for 1976. Again, these large falls are accounted for by the introduction of higher monetary limits in bankruptcy proceedings and higher deposits on petitions in December 1976.

High Court and county court figures

The numbers of receiving and administration orders and of compulsory winding-up orders made in the High Court and county courts during the fourth quarter of 1977 and the four preceding quarters were as follows:

	1976	1977			
	4th qtr	1st qtr	2nd qtr	3rd qtr	4th qtr
Receiving and administration orders:					
High Court	664	493	476	374	437
County courts	1 197	857	591	606	585
Total	1 861	1 350	1 067	980	1 022
Compulsory liquidation winding-up orders:					
High Court	719	535	485	226	730
County courts	128	118	117	110	88
Total	847	653	602	336	818

Industrial analysis

Table 2 gives the industrial analysis of receiving orders administered (including administration orders and deeds of arrangement) up to the third quarter of 1977. This table excludes orders that were rescinded before the business of the debtor could be investigated and deeds that were voided; the figures therefore do not agree with those in table 1, which are for all receiving orders, administration orders and deeds of arrangement made. The data vary from quarter to quarter though there is a tendency for certain groups, eg construction, always to form a large proportion of the total. The compilation of the data for the fourth quarter of each year differs from that for the first three quarters. For this reason, it is preferable to avoid comparison between the analysis for the fourth quarter of 1976 and those shown in table 2 for other quarters.

The percentage of receiving orders (including administration orders and deeds of arrangement) accounted for by self-employed individuals in the third quarter of 1977, at 72 per cent, was virtually unchanged from the preceding quarter. Within this, the percentage in construction, the largest category, fell by 3½ points and the percentage in non-food retailing rose by 2½ points. Other changes were relatively small.

Table 3 gives the industrial analysis of company liquidations up to the third quarter of 1977. Compared with the preceding quarter, the largest rise came in metals and engineering, which in terms of percentage of total company liquidations increased by about 2½ percentage points. There was a rise of about 2 points in other manufacturing and of about 1½ points in textiles and clothing, and a rise in manufacturing as a whole of 5 points. The largest falls came in non-food retailing, about 2½ points, and in other consumer services, about 1½ points. Other changes were relatively small.

Small changes in the industrial analyses should not necessarily be regarded as significant, if only because of the difficulty of making precise industrial classification in many cases and the erratic nature of the series.

Notes

An article describing these statistics and giving quarterly figures from the beginning of 1960 to the end of 1974 (with industrial analyses from the beginning of 1969 to the third quarter of 1974) was published in *Economic Trends* for March 1975.

The figures for bankruptcies in table 1 refer to persons, who are dealt with under the Bankruptcy Act 1914 and the Bankruptcy (Amendment) Act 1926 or who make arrangements with their creditors under the Deeds of Arrangement Act 1914. A receiving order is made by the court on the petition of a creditor if it is satisfied that the debtor has committed an act of bankruptcy, as listed in section 1 of the Bankruptcy Act 1914, or on the petition of the debtor himself. The order makes the official receiver who is an officer of the court, receiver of the debtor's estate and deprives the debtor of the right to deal with it. Administration orders, which are made under section 130 of the Bankruptcy Act 1914, relate to deceased insolvents. Deeds of arrangement relate to arrangements between debtors and creditors that are reached, without recourse to the courts, under the Deeds of Arrangement Act 1914.

Insolvent partnerships are dealt with under the bankruptcy acts and are included in the figures for receiving orders in table 1. A single receiving order may be made against a partnership or receiving orders may be made against partners individually, when each is included in table 1. If separate receiving orders are made, they are consolidated before being proceeded with and appear as a single receiving order in table 2.

Receiving orders administered, referred to in table 2, are those receiving orders not consolidated or rescinded before the end of the year. For the first three quarters of the year, the industrial analysis in table 2 is compiled about two months after the end of the quarter, to allow time for the statistics to be collected. Some of these re-

Table 2 Industrial analysis of receiving orders administered[1]

England and Wales

	Number							Percentages						
			1976		1977					1976		1977		
Industry	1975	1976	3rd qtr	4th qtr	1st qtr	2nd qtr	3rd qtr	1975	1976	3rd qtr	4th qtr	1st qtr	2nd qtr	3rd qtr
Self-employed														
Agriculture	167	135	27	32	19	18	14	2.4	2.0	1.9	1.4	1.7	2.0	1.7
Manufacturing:														
Food, drink and tobacco	2	—	—	—	—	—	1	—	—	—	—	—	—	0.1
Chemicals	1	—	—	—	—	—	—	—	—	—	—	—	—	—
Metals and engineering	75	65	5	38	2	8	8	1.1	1.0	0.4	1.6	0.2	0.9	1.0
Textiles and clothing	42	44	10	18	1	11	8	0.6	0.6	0.7	0.8	0.1	1.2	1.0
Timber and furniture	43	31	9	8	5	1	1	0.6	0.5	0.6	0.3	0.4	0.1	0.1
Paper, printing and publishing	23	29	2	19	2	1	4	0.3	0.4	0.1	0.8	0.2	0.1	0.5
Other manufacturing	13	16	2	9	1	1	3	0.2	0.2	0.1	0.4	0.1	0.1	0.4
Total manufacturing	199	185	28	92	11	22	25	2.9	2.7	2.0	4.0	1.0	2.5	3.0
Construction	1 543	1 564	316	527	227	219	179	22.6	23.0	22.8	22.8	19.8	24.8	21.3
Road haulage	458	405	70	175	47	51	47	6.7	6.0	5.0	7.6	4.1	5.8	5.6
Wholesaling:														
Consumer goods	54	77	9	47	11	10	6	0.8	1.1	0.6	2.0	1.0	1.1	0.7
Non-consumer goods	68	60	4	25	18	13	7	1.0	0.9	0.3	1.1	1.6	1.5	0.8
Retailing:														
Food	380	382	87	136	61	58	58	5.6	5.6	6.3	5.9	5.3	6.6	6.9
Non-food	718	764	147	311	137	97	113	10.5	11.2	10.6	13.4	12.0	11.0	13.5
Financial and professional services	306	317	42	142	52	35	41	4.5	4.7	3.0	6.1	4.5	4.0	4.9
Hotels and restaurants	291	358	91	131	59	51	49	4.3	5.3	6.6	5.7	5.2	5.8	5.8
Garages	307	249	39	119	29	27	29	4.5	3.7	2.8	5.1	2.5	3.1	3.5
Other consumer services	216	233	29	93	37	26	30	3.2	3.4	2.1	4.0	3.2	2.9	3.6
Other industries	82	69	15	22	11	6	7	1.2	1.0	1.1	1.0	1.0	0.7	0.8
Total	4 789	4 798	904	1 852	719	633	605	70.2	70.6	65.2	80.1	62.8	71.6	72.0
Other individuals														
Employees, no occupation and unemployed	1 512	1 467	378	240	317	180	159	22.2	21.6	27.3	10.4	27.7	20.4	18.9
Directors and promoters of companies	405	430	77	200	74	49	58	5.9	6.3	5.6	8.6	6.5	5.5	6.9
Occupation unknown	115	101	28	21	34	22	18	1.7	1.5	2.0	0.9	3.0	2.5	2.1
Total	2 032	1 998	483	461	425	251	235	29.8	29.4	34.8	19.9	37.2	28.4	28.0
All receiving orders administered	6 821	6 796	1 387	2 313	1 144	884	840	100.0	100.0	100.0	100.0	100.0	100.0	100.0

[1] Receiving orders made during the year, *less* those consolidated or rescinded before the end of the year, together with administration orders and deeds of arrangement on the same basis. The totals for all receiving orders administered are thus not equal to the totals shown in table 1. The construction of the quarterly figures is explained in the notes at the end of the article.

Table 3 Industrial analysis of total compulsory and creditors' voluntary liquidations

England and Wales

Industry	Numbers							Percentages						
			1976		1977					1976		1977		
	1975	1976	3rd qtr	4th qtr	1st qtr	2nd qtr	3rd qtr	1975	1976	3rd qtr	4th qtr	1st qtr	2nd qtr	3rd qtr
Agriculture	48	25	5	2	7	7	3	0.9	0.4	0.4	0.1	0.5	0.5	0.3
Manufacturing:														
Food, drink and tobacco	62	54	10	14	7	18	2	1.1	0.9	0.9	0.8	0.5	1.2	0.2
Chemicals	53	48	12	13	5	14	2	1.0	0.8	1.0	0.7	0.3	0.9	0.2
Metals and engineering	400	419	84	117	85	88	94	7.4	7.1	7.3	6.7	5.5	5.7	8.4
Textiles and clothing	230	257	56	70	66	58	59	4.3	4.3	4.9	4.0	4.3	3.8	5.2
Timber and furniture	114	121	22	32	27	36	29	2.1	2.0	1.9	1.8	1.8	2.3	2.6
Paper, printing and publishing	207	163	38	37	29	42	35	3.8	2.7	3.3	2.1	1.9	2.7	3.1
Other manufacturing	209	257	57	76	58	71	75	3.9	4.3	5.0	4.4	3.8	4.6	6.7
Total manufacturing	1 275	1 319	279	359	277	327	296	23.6	22.2	24.3	20.6	18.0	21.3	26.3
Construction	956	977	188	299	256	258	176	17.7	16.5	16.3	17.1	16.6	16.8	15.6
Road haulage	304	273	61	80	55	59	47	5.6	4.6	5.3	4.6	3.6	3.8	4.2
Wholesaling:														
Consumer goods	143	191	37	72	73	65	46	2.6	3.2	3.2	4.1	4.7	4.2	4.1
Non-consumer goods	318	237	51	71	51	50	41	5.9	4.0	4.4	4.1	3.3	3.3	3.6
Retailing:														
Food	119	113	20	34	31	24	21	2.2	1.9	1.7	1.9	2.0	1.6	1.9
Non-food	441	626	112	190	203	181	103	8.2	10.5	9.7	10.9	13.2	11.8	9.2
Financial and professional services	908	904	178	194	209	156	104	16.8	15.2	15.5	11.1	13.6	10.2	9.2
Hotels and restaurants	157	161	36	42	35	32	38	2.9	2.7	3.1	2.4	2.3	2.1	3.4
Garages	123	118	37	26	32	28	24	2.3	2.0	3.2	1.5	2.1	1.8	2.1
Other consumer services	184	489	65	197	143	132	78	3.4	8.2	5.7	11.3	9.3	8.6	6.9
Other industries	422	506	81	179	170	214	148	7.8	8.5	7.0	10.3	11.0	14.0	13.2
Total	5 398	5 939	1 150	1 745	1 542	1 533	1 125	100.0	100.0	100.0	100.0	100.0	100.0	100.0

ceiving orders may later be rescinded. The analysis for the fourth quarter is obtained by subtracting the figures for the first three quarters from the figures for the full year. The industrial analysis for the full year takes account of revisions to the figures for the first three quarters and these are reflected in the analysis for the fourth quarter. It is therefore not appropriate to compare the industrial analysis for the fourth quarter with the analysis for the earlier quarters of the year.

Insolvent companies are dealt with under the Companies Acts 1948 and 1967 and the figures for company liquidations in table 1 refer to the two types of liquidation that involve insolvency. The figures for compulsory liquidations relate to winding-up orders made by the courts. The figures for creditors' voluntary liquidations, in which the company and its creditors come to terms without court proceedings, relate to notifications of resolutions to wind up. There is a third type, members' voluntary liquidations: these do not involve insolvency and they are not included in the figures in this article.

The Insolvency Act 1976 changed some aspects of the law relating to both bankruptcy and company liquidation. Its provisions include an increase in the minimum debt to support a creditor's petition for bankruptcy from £50 to £200; and under an amendment to the Bankruptcy Rules 1952, the deposits required on bankruptcy petitions were increased from £5 to £50 for debtors' petitions and from £7.50 to £90 for creditors' petitions. These changes have had a substantial effect on the number of bankruptcy petitions, and hence on the number of receiving orders, from the beginning of 1977.

There is considerable seasonal variation between quarters in the insolvency series, mainly because about 25 per cent of all receiving orders and about 80 per cent of all compulsory liquidations are dealt with by the High Court, which has fewer sittings in the third quarter compared with other quarters because of the long vacation. For receiving orders, the seasonal fall in the third quarter is made-up mainly in the following first quarter. Compulsory liquidations are more strongly seasonal, with a large fall in the third quarter followed by a large rise in the fourth. Creditor's voluntary liquidations are not particularly seasonal but seasonally adjusted figures for them are included in table 1.

The seasonal adjustments have been recalculated recently. This has resulted in small changes in the seasonally adjusted figures from the beginning of 1975 compared with the figures in previous articles in this series. Earlier quarters are not affected.

Questions are often asked about the distribution of insolvencies by size or by region but it would be impracticable or very costly to compile statistics of this sort. There is no satisfactory measure of the size of an insolvency because a business tends to decline over a period and there are the problems of deciding for what time the size should be assessed and what measure should be used, and of obtaining this information retrospectively.

For regional statistics of bankruptcy, figures for receiving orders dealt with in the various courts provide some basis because cases are transferred to the court for the area in which the debtor lives or has his place of business. Annual figures for receiving orders analysed by court are given in the bankruptcy general annual report. Regional statistics of company liquidations cannot be obtained in this way, because of the large proportion of cases dealt with by the High Court. There is also the difficulty that, although the address of the company's registered office may be known, the activities of the company are often located elsewhere and often extend over a wide area.

Inquiries: Economics and Statistics Division 6a, Departments of Industry, Trade and Prices and Consumer Protection, Room 248, 1 Victoria Street, London SW1H 0ET (01-215 5538).

Consumers' expenditure: fourth quarter 1977

Preliminary estimates indicate that in the fourth quarter of 1977 the volume of consumers' expenditure (revalued at 1970 prices and seasonally adjusted) was about £8,840 million. This represents an increase of ½ per cent over the third quarter.

In the fourth quarter, expenditure on food is estimated to have recovered from its low, third quarter level, while other areas of retail sales showed little change. Expenditure on alcoholic drink and on motor vehicles is estimated to have fallen.

Inquiries: 01-233 6135/6193.

Consumers' expenditure

1970 prices seasonally adjusted		£ million
1976	1st qtr	8 829
	2nd	8 797
	3rd	8 880
	4th	8 899
1977	1st qtr	8 761
	2nd	8 665
	3rd	8 796
	4th	(8 840) (first preliminary estimate)

New companies in December

Details are given below of new companies registered in Great Britain during December 1977 showing nominal capital. The figures exclude unlimited and companies limited by guarantee.

Inquiries: Cardiff (0222) 388588 ext. 2226.

Companies registered in Great Britain in December

Nominal capital	Total	Public companies	Private companies
Not exceeding £100	3 281	—	3 281
Over £100 but under £1 000	50	—	50
£1 000 but under £10 000	1 054	—	1 054
£10 000 but under £50 000	434	—	434
£50 000 but under £100 000	90	—	90
£100 000 but under £1 000 000	90	—	90
£1 000 000 and over	6	—	6
Total number	5 005	—	5 005
	£ thous	£ thous	£ thous
Total amount of nominal capital	30 739	—	30 739

Companies registered in Great Britain in 1976 and 1977

	1976		1977	
	Number	Nominal capital £ thous	Number	Nominal capital £ thous
January	3 476	21 780	3 225	30 825
February	4 088	19 228	4 330	34 505
March	6 190	41 680	5 843	49 266
April	4 150	22 354	5 499	41 860
May	4 343	25 095	4 097	27 086
June	5 624	25 815	4 169	61 951
July	5 954	58 659	4 172	34 238
August	4 221	44 690	4 242	42 331
September	4 377	25 342	4 527	51 261
October	4 600	34 544	4 404	37 741
November	4 667	60 549	5 007	32 987
December	4 655	147 053	5 005	30 739
Total	55 345	526 789	54 520	474 790

Films Act 1960: combination of quota periods – 'Star Wars'

The Department of Trade, after consulting the Cinematograph Films Council and upon the application of EMI Cinemas Ltd, has issued a direction under section 6 of the Films Act 1960 that for the following cinemas the years 1978 and 1979 may be combined as a single quota period, provided that the foreign film 'Star Wars' is exhibited for a continuous period of at least eight weeks and one day;

ABC 1, Gloucester; Victoria 1, Cambridge; ABC (Magdalen Street), Oxford; ABC1, Staines, Middlesex; ABC, Enfield, Middlesex; and Regent, Great Yarmouth, Norfolk.

Fewer 'long' films in 1977: film registration statistics

The number of British 'long' films (over 72 minutes) fell from 64 in 1976 to 42 last year, according to film registration statistics for 1977 published by the Department of Trade.

The total number of all-category registrations of British, community (EEC) and foreign films was 491 compared with 520 in 1976.

There were 318 'long' films (over 72 minutes playing time) registered, 20 less than in the previous year.

Inquiries: Department of Trade, Films Branch, Room 451 Sanctuary Buildings, 16-20 Great Smith Street, London SW1P 3DB (01-215 5478).

Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 27 January 1978.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
BRITISH					
A Dolphin's Story	BR/E 39451/29/1/83	28	24 January	Columbia-Warner Distributors Ltd	New Zealand National Film Unit, Wellington
Shut Down	BR/E 39456/29/1/83	41	25 January	GTO Films (Distributions) Ltd	Wispend Ltd
Movietone News 2538	BR/E 39386/29/1/83	8	27 January	British Movietonews Ltd	British Movietonews Ltd
COMMUNITY					
The Fruit Is Ripe	EC 39460/29/1/83	94	27 January	New Realm Distributors Ltd	Lisa Film GmbH, Munich
FOREIGN					
Abba – The Mov'e	F 39452	95	24 January	Columbia-Warner Distributors Ltd	Polar Music AB Svensk Filmindustri, Stockholm
a Slaves b Russ Meyer's Slaves c Blacksnake	F 39453	82	24 January	Antony Balch Films Ltd	Cavalcade Pictures Inc, California
Servante Et Maitresse (Servant And Mistress)	F 39454	90	25 January	Connoisseur Films Ltd	Madeleine Films, Neuilly
Dark Star	F 39455	84	25 January	Oppidan Entertainments Ltd	Jad Films, New York
The Choirboys	F 39457	122	27 January	GTO Films (Distributions) Ltd	Lorimar Productions Inc, California
Spartacus	F 39458	91	27 January	Curzon Film Distributors Ltd	The Mosfilm Studio, Moscow
Wages Of Fear	F 39459	92	27 January	Cinema International Corporation (UK)	Cinema International Corporation (NV), Amsterdam

Films Acts 1960-70: Registration statistics for the year ended 31 December, 1977

Summary of registrations (corresponding 1976 figures in brackets)

	Number of films								Registered playing time (minutes)							
	British								British							
Playing time	Quota		Non-quota		Community		Foreign		Quota		Non-quota		Community		Foreign	
Over 72 minutes	42 [1]	(64)	—	(—)	84	(72)	192	(202)	4 062	(6 317)	—	(—)	7 993	(6 640)	18 816	(20 267)
33½ to 72 minutes	16 [2]	(10)	—	(—)	5	(7)	8	(9)	813	(495)	—	(—)	338	(436)	485	(581)
Under 33½ minutes	64 [3]	(72)	—	(2)	4	(2)	24	(27)	1 123	(1 337)	—	(37)	48	(21)	315	(266)
Newsreels	52	(53)	—	(—)	—	(—)	—	(—)	415	(424)	—	(—)	—	(—)	—	(—)

[1] Includes one film made under the British-German co-production agreement, one film under the UK-Canada co-production agreement and three films from Australia made by government departments. [2] Includes one film made by a government department. [3] Includes one UK film, two from Australia and two from Canada, all of which were made by government departments.

Countries of origin of foreign and community films registered in 1977

	Playing time					
	Over 72 minutes		33½-72 minutes		Under 33½ minutes	
Countries of origin	Foreign	Community	Foreign	Community	Foreign	Community
Argentina	2	—	—	—	—	—
Belgium	—	1	—	—	—	—
China	—	—	—	—	1	—
Denmark	—	1	—	—	—	—
France	5	21	1	3	—	3
Germany (FR)	2	21	1	1	—	1
Greece	4	—	—	—	—	—
Hungary	1	—	—	—	—	—
Iran	—	—	—	—	1	—
Israel	1	—	—	—	—	—
Italy	3	27	—	1	—	—
Japan	7	—	—	—	—	—
Liechtenstein	1	—	—	—	—	—
Mexico	1	—	—	—	—	—
Netherlands	1	—	—	—	—	—
Netherland Antilles	1	—	—	—	—	—
Norway	1	—	—	—	—	—
Panama	1	—	—	—	—	—
Spain	2	—	—	—	—	—

	Playing time					
	Over 72 minutes		33½-72 minutes		Under 33½ minutes	
Countries of origin	Foreign	Community	Foreign	Community	Foreign	Community
Sweden	3	—	—	—	—	—
Switzerland	7	—	1	—	—	—
United States	127	—	5	—	12	—
Yugoslavia	1	—	—	—	—	—
Joint productions						
Belgium/France	—	1	—	—	—	—
Belgium/UK	1	—	—	—	—	—
Canada/France	1	—	—	—	—	—
France/Germany (FR)	—	3	—	—	—	—
France/Italy	—	7	—	—	—	—
Italy/Yugoslavia	—	1	—	—	—	—
France/Germany (FR)/Iran	1	—	—	—	—	—
France/Germany (FR)/Italy	—	1	—	—	—	—
Others	18 [1]	—	—	—	10 [2]	—
Totals	192	84	8	5	24	4

[1] Includes six films made by UK companies and 12 by Commonwealth companies; application was not made for British registration. [2] Includes six films made by UK companies and four by Commonwealth companies; application was not made for British registration.

Average earnings in November and basic rates of wages in December

Indices of average earnings

Average earnings of employees in all industries and service in Great Britain are estimated to have risen by about 8.5 per cent between November 1976 and November 1977. This estimate is based on the new series of monthly index numbers of average earnings for the whole economy which was introduced from January 1976. Over this 12-month period, average earnings in production and other industries covered by the older series, introduced from January 1963, increased by about 10.3 per cent. The figures for recent months are:

New series (whole economy) Not seasonally adjusted

	Index Jan 1976 = 100	Percentage increase over previous 12 months
1977		
June	115.4	8.2
July	116.2	8.1
August	115.7	7.3
September	116.6	7.7
October	117.9	8.7
November p	120.1	8.5

p Provisional.

Older series (production industries and some services)

	Seasonally adjusted			
	Index: January 1970 = 100	Percentage increase: Over previous month	Over previous 12 months	Un-adjusted index: January 1970 = 100
1977				
June	286.2	0.0	9.6	288.9
July	286.5	0.1	8.9	290.8
August	288.7	0.7	8.0	287.3
September	290.1	0.5	9.0	292.4
October	294.6	1.5	9.5	296.6
November p	300.2	1.9	10.3	304.6

p Provisional.

Indices of basic rates of wages

At the end of December 1977, nationally-negotiated basic weekly rates of manual workers were on average 4.4 per cent higher than a year earlier. During December, the index of basic weekly rates remained unchanged at 229.9. The figures for recent months are:

	Indices, 31 July 1972 = 100		Percentage increases over previous 12 months	
	Basic weekly rates	Basic hourly rates	Basic weekly rates	Basic hourly rates
1977				
31 July	228.2	229.6	4.8	4.8
31 August	228.5	229.9	4.9	4.9
30 September	228.8	230.2	5.0	5.0
31 October	229.2	230.6	5.0	5.0
30 November	229.9	231.3	4.8	4.8
31 December	229.9	231.3	4.4	4.4

Regional selective assistance

The table shows, on a regional basis, the number and value of applications received and offers made under section 7 of the Industry Act during October and November 1977:

Region	Applications received		Offers made	
	No. of projects	Value (£'000)	No. of projects	Value (£'000)
October 1977				
Scotland	9	2 297	17	933
Wales	17	2 621	18	1 340
Northern	19	5 081	7	1 014
North West	19	1 732	28	1 829
Yorkshire and Humberside	10	1 554	12	222
South West	2	896	5	277
East Midlands	9	1 099	3	40
West Midlands	—	—	—	—
Total	85	15 208	90	5 655
November 1977				
Scotland	10	10 734	10	1 277
Wales	10	2 281	8	130
Northern	15	4 584	19	3 195
North West	43	11 520	35	2 841
Yorkshire and Humberside	16	3 458	21	202
South West	4	236	5	932
East Midlands	5	287	3	35
West Midlands	1	6	—	—
Total	104	33 106	101	8 612

Inquiries: 01-211 4216.

Index to statistics published regularly in 'Trade and Industry'

(a) annually (m) monthly (q) quarterly

Aerospace cost indices page 236
Air transport: trade by air (a) 1 Jul 77
Balance of payments
current account (m) 20 Jan 78
summary (q) 16 Dec 77
overseas royalties 12 Aug 77
trends in invisibles 7 Oct 77
see also Overseas trade of the UK
Business names and limited partnerships (a) 18 Feb 77
Capital expenditure:
manufacturing, distributive and service industries (q) 6 Jan 78
provisional (q) 2 Dec 77
by regions 18 Feb 77
leasing, hiring and renting out (a) 30 Sept 77
see also Investment
Catering trades turnover (q) 18 Nov 77
Check trading (a) 12 Aug 77
Chemicals industry activity (q) 6 Jan 78
Companies
acquisitions and mergers (q) 11 Nov 77
insolvencies (q) page 249
liquidity (q) 9 Dec 77
new registrations:
Gt. Britain (m) page 251
N. Ireland (m) 27 Jan 78
rate of return on capital (a) 16 Sept 77
structure of company financing page 242
Construction work overseas (a) 4 Nov 77
Earnings, wage rates (m) page 253
Energy trends (m) 18 Nov 77
Engineering industries:
production indices (m) page 238
sales and orders (m) 27 Jan 78
Film industry
British Film Fund Agency returns (m) 13 Jan 78
cinema admissions and takings (m) 27 Jan 78
annual inquiry (a) 30 Sept 77
exhibitors' quota returns (a) 6 May 77
overseas payments and earnings (a) 26 Aug 77
registrations of films (a) page 252
Food
consumption levels (6m) 18 Nov 77
household consumption (q) 23 Dec 77
Footwear industry:
deliveries and stocks (m) 20 Jan 78
Foreign trade: industrial countries' economic indicators (m) page 233
quarterly analysis (q) 2 Dec 77
see also Overseas trade of the UK
Hire purchase business (m) 13 Jan 78
Industrial production
index numbers (m) 27 Jan 78
Scotland (q) 23 Dec 77
Wales (q) 21 Oct 77
Insurance companies:
investments and assets (a) 11 Nov 77
Investment
book values of overseas direct investments (every 3 years) 25 Feb 77
industry's investment intentions (3 times a year) 6 Jan 78
investment and earnings overseas (a) 5 Aug 77
see also Capital expenditure
Made-up clothing:
orders and deliveries (m) 20 Jan 78
Man-made fibres
deliveries (q) 9 Dec 77
production (m) 9 Dec 77
production: quarterly analysis (q) 9 Dec 77
Metal-working machine tools (m) 20 Jan 78
Motor industry
car and commercial vehicle production (m) page 239
provisional (m) 13 Jan 78
motor trade turnover (q) 25 Nov 77
Office development permits (q) 2 Dec 77
Official reserves (m) 13 Jan 78
Overseas trade of the UK
direct exporters and credit terms (a) 12 Aug 77
analysis of trends (q) 9 Dec 77
backrun (a) 11 Mar 77
export prospects (q) 9 Dec 77
invoicing in foreign currencies 22 Apr 77
see also Balance of payments
Pension funds: investments and assets (a) 11 Nov 77
Price Commission index (m) 20 Jan 78
Regional development grants (q) 4 Nov 77
Research and development expenditure 24 Jun 77 and 1 Jul 77
Retail prices index (m) 27 Jan 78
Retail trades
sales (m) 13 Jan 78
provisional figures (m) 20 Jan 78
stocks (m) 20 Jan 78
Royalties: overseas transactions (a) 12 Aug 77
Selective financial assistance
section 7 (m) page 253
section 7 £10,000 or more (q) 25 Nov 77
section 8 (q) 25 Nov 77
Shipping
nationality of vessels in UK seaborne trade (a) 9 Sept 77
UK revenue (a) 30 Sept 77
Steel: consumption and stocks (q) 13 Jan 78
Stocks
manufacturers' and distributors' (q) 6 Jan 78
provisional (q) 2 Dec 77
manufacturers' (m) 27 Jan 78
retail (m) 20 Jan 78
Television: overseas payments and earnings (a) 26 Aug 77
Textiles
activity in the industry (q) 13 Jan 78
carpet sales (m) 20 Jan 78
cotton industry production (m) 2 Dec 77
hosiery production (m) 23 Dec 77
wholesale houses' sales and stocks (m) 13 Jan 78
wool exports (q) 16 Dec 77
wool output (m) 16 Dec 77
Tourism
foreign arrivals (m) 27 Jan 78
overseas travel and tourism (a) 29 Jul 77
overseas travel and tourism (q) 20 Jan 78
Unemployment (m) 23 Dec 77
Wholesale prices
average prices of selected commodities (a) 13 May 77
index numbers (m) 20 Jan 78
initial summary (m) 13 Jan 78

Organisational information

Commercial representation guide 28 Oct 77
ECGD local offices 12 Aug 77
ECGD lines of credit 13 Jan 78
European public holiday guide 25 Nov 77
Government statistics guide 13 Jan 78
Guide to departments 2 Sept 77
Guide to schemes of selective financial assistance 7 Oct 77
Index, July-Sept 23 Dec 77
OTAR contact points 13 Jan 78
Release dates of economic statistics 27 Jan 78
Trade promotions guide 6 Jan 78

Trade and Industry reader services

contact our sources

We shall be pleased to arrange for you to receive without obligation further information on subjects in our new products, technology news, export services and export successes pages.

Circle the number below found at the end of editorial items

READER SERVICE NUMBERS

301	311	321	331	341	351	361	371	381	391	401	411	421	431	441	451	461	471	481	491
302	312	322	332	342	352	362	372	382	392	402	412	422	432	442	452	462	472	482	492
303	313	323	333	343	353	363	373	383	393	403	413	423	433	443	453	463	473	483	493
304	314	324	334	344	354	364	374	384	394	404	414	424	434	444	454	464	474	484	494
305	315	325	335	345	355	365	375	385	395	405	415	425	435	445	455	465	475	485	495
306	316	326	336	346	356	366	376	386	396	406	416	426	436	446	456	466	476	486	496
307	317	327	337	347	357	367	377	387	397	407	417	427	437	447	457	467	477	487	497
308	318	328	338	348	358	368	378	388	398	408	418	428	438	448	458	468	478	488	498
309	319	329	339	349	359	369	379	389	399	409	419	429	439	449	459	469	479	489	499
310	320	330	340	350	360	370	380	390	400	410	420	430	440	450	460	470	480	490	500

ensure a regular copy

Over 50,000 people now read Trade and Industry each week. Over 50,000 people in trade and industry, exporting and technology. People wanting facts and figures, prices and statistics. Ensure a regular copy on your desk every Friday.

Annual subscription includes postage to any part of the world.

I would like to take out an annual subscription to Trade and Industry

- ☐ Please invoice me/my company, or
- ☐ I enclose £30.60 for one year's subscription, or
- ☐ Charge one year's subscription to my HMSO account number

Please tick appropriate square

name position

company

address

phone number

Please fill in your name and address and send the page to:

Trade and Industry, FREEPOST, London SW1H 0YZ

CLASSIFIED

Advertisement Department (Trade and Industry) : 13 Great James Street, London WC1N 3DP 01-242 9478

£2 single column centimetre with discount for series. Appointments £2.40 single column centimetre boxed, lineage run on 60p per line.

Trade · Industrial · Services

Overseas Newspapers and Periodicals

BRAZIL
REVISTA DA MADEIRA
Woodworking monthly Sao Paulo. Circ; 12,500 Page. 9¼" × 6¾" type offset $560; ½pg pg $300. Sub $20 p.a.

1st Vol. Markets in Europe. 9th Edition 1968. $10.00. 2nd Vol. Markets Outside Europe. 9th Edition 1976. $30.00. 'Overseas Directories and Subscriptions' £2.50 (Airmail Edn.) 8oz. Directories Only. £1.50 (Air $10.—)

PUBLISHING & DISTRIBUTING CO. LTD.,
177, REGENT STREET, LONDON, W.1
Tel.: 01-734 6534/5 Telex WESTCHAM LONDON 268312/PUBDISCO
For 25 years representatives for publishers in over 100 countries for advertising and subscriptions

Translations

TRANSLATIONS
USE THE EXPERTS
Arabic Italian Spanish French German Japanese Russian Swedish

- Commercial, technical, financial, advertising and publicity translations.
- Specialist technical translators in all fields.
- Foreign language typesetting and printing.
- Services available in 33 foreign languages.

Language Experts to the Export Industry

eurolingua

Professional Language Services Limited,
62 Oxford Street, London W1N 9LD Tel: 01-323 0631/1118

Sales by Auction

G. F. SINGLETON & CO.

Industrial Auctioneers and Surveyors

announce their MACHINERY AUCTION PROGRAMME as follows:

Date	*Description*	*Client*	*Location*
15 February	Garment Manufacturing	Montague Burton	Warrington
22 February	Letterpress Printing	Carlton Galleries	Blackburn
1 March	Letterpress Printing	Fyldetype	Kirkham
2 March	Plastic Machinery	Polymer Processing	Whaley Bridge
12 April	Garment Manufacturing	Eckersleys	Wigan

Catalogues, when ready, obtained on application from:

53 KING STREET, MANCHESTER, M2 4LR. (Tel: 061-832 8271)

Translations

مید ـ وست اخصائیون فی
اللغتین العربیة و الفارسیة

which translated reads *"Mid-West, Specialists in Arabic & Farsi"* and it's true! Mid-West offers first class Technical Translation, high quality Photo-typesetting and Printing at competitive rates.

Contact Miss Wyn Thomas. **Mid-West Services, 237 Kensington High St., London, W8 6SA. Tel: 01-937 2575/6/7.**

Tek Translation

The biggest translation company in the world

TEK TRANSLATION & INTERNATIONAL PRINT LTD. 11 UXBRIDGE ROAD, LONDON W12 8LH
TEL 01 749 3211 TELEX 265658 TEK G TELECOPIER 01 749 3211

CLASSIFIED

Trade·Industrial·Services

Tax Advisory Service

TAX
ADVISORY
SERVICE
For details please phone
A B Osman & Co Ltd.
01-623 6150

Shipping and Transportation

CAZALY MILLS & CO. LTD.
International Shipping and Forwarding and Airfreight Agents
CAZALY HOUSE, DEVONSHIRE ROW, LONDON EC2.
Tel: 01-247 6993/7. Telex: 884014

Furniture

SAVE! SAVE! SAVE!

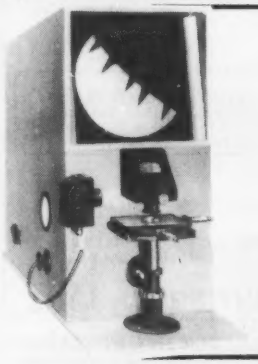
We manufacture the following goods at the most competitive prices:

Typists' desks from	£26.02
Clerks' desks from	£36.60
Padded office chairs from	£10.36
Padded office a/chairs from	£15.84
Swivel armchairs from	£26.56
Hat stands from	£7.20
Stacking chairs from	£3.81
Stacking canteen tables from	£14.36
Restaurant tables from	£15.44
Steel shelving from	£5.19
6′ × 3′ × 1′ bin units from	£15.43
Steel clothing lockers from	£9.60
Conference tables (various sizes)	

All the above price inc. VAT and carriage mainland only. Generous discount available for collection and cash with order. Realistic trade discounts offered to genuine traders. We are part of a group of companies whose trading policy is to manufacture at the most competitive prices and to give unbeatable value for money.

Send for FREE brochures to: **KM CHAIRS (Retford) Ltd,** Midland Goods Depot, Chesterfield. Telephone: 71060 · 70422 · 70710 · 75414. Northern office: Leigh 73105.

Optical Instruments



INSPECTION by PROJECTION

with Enbeeco Profile Projectors

useful for manufacturers of: SMALL COMPONENTS

Full details sent on request

NEWBOLD & BULFORD LTD.
Enbeeco House, Carlton Park, Saxmundham. Suffolk IP17 2NL
Tel: Saxmundham 2933-4-5 Telex: 98584
Answerback: Enbeco G

U.S.A.

OMEGA DISTRIBUTING CO.
209 S. Main Street
Crown Point, IN 46307 USA
Stockists of **Triumph** TRW MKII & MKIIB
Military Motorcycle Spares

Reasonable Prices,
(Generous Discounts)
overseas inquiries invited
(219) 662-0311

TRIUMPH
500.S.V.TWIN
MADE UNDER PATENT NOS. 469,635 529,443 559,833

Promotional gifts

- ✲ FINEST VITREOUS ENAMEL (Hard fired enamel)
- ✲ GENUINE LEATHER KEY FOBS AND KEY CASES, BADGES
- ✲ CUFF LINKS, TIECLIPS, LAPEL BADGES, PEWTER TANKARDS
- ✲ LADIES COMPACTS
- ✲ DESK SETS

Incorporate your company trade mark or logo on "Good Will" Promotional gifts. Let us have your sketch or letter heading or logo for our artist's design and quotation for any of our products.

MANHATTAN-WINDSOR
STEWARD STREET, BIRMINGHAM B18 7AF
ENGLAND

Telephone: 021-454 6404 **Telex 338633**

CLASSIFIED

Trade · Industrial · Services

It's not amazing that Trade and Industry's classified section really works when you consider that 40,000 British business men read it.

Ring **ALAN WELLS** *and find out more.*

01-242 9478

is the number that will make it work for you.

For all your needs in Alnico and Rare Earth magnets contact

PREFORMATIONS LIMITED

Cheney Manor, Swindon Wilts SN2 2PX
Telephone 0793 694222
Telex 449549

YOUR FUTURE IN MAGNETS

Articles Wanted

WANTED AND SOLD!!

BALL AND ROLLER BEARINGS

Steelballs, races, plummer blocks, and similar surplus goods

Full details of quantities and sizes offered and required, dealt with by return:

R. Pordes, 529B Finchley Road, London NW3 7BH

Tel: 01-435 9878/9

Business Services – Germany

An ideal opportunity has arisen for you to acquire the services of a German national with fluent English and 20 years experience in selling technical products.
Based only 20 minutes from Frankfurt Airport and City, he has spent the last 4 years managing the German Sales Organisation for a leading U.K. manufacturing company.
First class references.
Important: if required, he can also provide fully equipped 350 m² premises, parking, etc with office staff and sales force ready to operate immediately.

In U.K. contact:
FARMER ADVERTISING LTD., 39 High Street, Ruislip, Middlesex.
In Germany contact:
F. -W. Bieder, Lerchenstrasse 66, 6056 Heusenstamm.
Telephone: 06104 61786

German subsidiary of U.K. manufacturer, vacating premises 20 minutes from Frankfurt Airport and City on 31st March 1978, seeks another U.K. company interested in taking up lease, etc.

Fully equipped, 350 m² modern working area, parking, etc. Management, staff and sales force available for immediate start if required.

In U.K. contact:
FARMER ADVERTISING LTD., 39 High Street, Ruislip, Middlesex.

In Germany contact:
F. -W. Bieder, Drayton GmbH fur Regelungstechnik, Stettiner Str 17, 6054 Rodgau 1 (Jugesheim).
Telephone: 06106 3051
Telex: 417852

ACADEMY PLASTICS for the best PVC binders, wallets and containers.

Academy Plastics make all sorts of pvc wallets and containers – to your exact specification. Loose leaf binders. Catalogue and price list covers. Film Transparency holders. Conference wallets and salesmen's albums. Swatch covers and transparent pockets. Document cases and travel document folders. Pocket and lapel name holders.

ACADEMY PLASTICS LIMITED.
25-29 Roundwood Road, London NW10 9TA
01-459 5277

TO ADVERTISE TRADE AND INDUSTRIAL SERVICES THROUGHOUT GREAT BRITAIN

TELEPHONE 01-242 9478

ring Bells

for **machine tools and sheet metalworking machinery**

Price List sent on request

Phone 637398
Telex 557260
Cable 'Ringbells' Leeds 4

H. BELL Machine Tools **LTD.**
Walter Street Leeds 4 England

Export Services

Write or phone the Specialists:

A. C. SHAW (EXPORT) SALES CO. LIMITED

127 Cheapside, London EC2V 6DH. Tel. 01-606 9417/8 for by return delivery of
EEC & FTA Movement Certificates (Certificates of Origin)
Export (Certified) Invoices, Bills of Exchange and Sight Drafts
National Standard Shipping Notes, Standard Liner Waybills
SITPRO Systematic Export Documentation Forms

Publishers of: Shaw's Exporters' Guide & Shipping Department Bulletin only £12.00 p.a.
Export Procedure and Documentation—(3rd Edition) only 73p post paid.

T.I.R.

ITM LIMITED

Full loads in TIR Trailers to all European destinations
GERMANY – BELGIUM – HOLLAND – AUSTRIA – FRANCE

EQUIPMENT MAINTENANCE, REPAIRS, CONVERSIONS, MANAGEMENT & SUPPLY

RAMSEY ROAD, DOVERCOURT, HARWICH, ESSEX CO12 4TG
Tel. 025-55 6771/5 Telex 987135

RATES

Series Discount Rates

£2 Single Column Centimetre

6	**INSERTIONS**	**10%**
13	"	**15%**
26	"	**20%**
52	"	**25%**

LCCI
INTERNATIONAL DIVISION

HELP FOR EXPORTERS

Conferences, Seminars and Meetings

GENERAL

Feb. 28 "Meet the International Division" — an evening reception where members can meet staff and other members.

AFRICA AND MIDDLE EAST

Feb. 8 "Social Service and Infrastructural Developments in Oil-Rich States" — residential course at Farnham Castle. (3 days).

Feb. 27 Middle East Orientation Course — covering the history, culture and customs of the Arab world, and 200 useful words (4 days).

Mar. 29 "Practical Agency Problems in the Gulf States" — a forum to discuss legal and operational aspects.

Apr. 19 Agribusiness in the Middle East — a business forum to discuss the market-related aspects of agriculture.

ASIA AND PACIFIC

Feb. 5 Inward buying mission from Hong Kong — senior executives from leading department stores interested in quality consumer goods.

Mar. 2 South East Asia Business Club — quarterly meeting (membership open to those involved in ASEAN trade and investment).

Mar. 8 Japan Business Forum — expert analysis of British export prospects in 1978. Speakers include the Japanese Ambassador in London and the Head of the BOTB's Exports to Japan Unit.

THE AMERICAS AND CARIBBEAN

Feb. 8 Evening reception for US Ambassador Kingman Brewster.

EASTERN EUROPE

Mar. 20 Trading with Poland — a half-day seminar with visiting officials from Polish Foreign Trade organisations.

Mar. 29 "Business with Eastern Europe" — seminar to review opportunities for trade.

Apr. 6 Group visit to Prague to coincide with the AGM of the British Section of the Czechoslovak Chamber of Commerce.

WESTERN EUROPE

Feb. 28 "How the International Division can help you in Europe" — half-day conference.

Mar. 2 "Business Opportunities in Sweden" — a seminar with speakers from Volvo and SKF, a Swedish agent and the deputy Lord Mayor of Gothenburg.

Mar. 5 Visit to Lisbon/Oporto (7 days). Study visit for those already in market.

Mar. 20 "Selling to the French" — a residential course at Farnham Castle dealing in depth with all aspects of cross-channel marketing and sales (3 days).

Apr. 18 "Business Opportunities in Spain" — a meeting with British and Spanish ministers to look at openings for business.

Apr. 25 A group visit to Brussels — a repeat visit for a second look behind the scenes of the EEC institutions.

1978 MISSIONS WITH BOTB SUPPORT GRANTS (CLOSING DATES FEB-APR)

May 5 Algeria (7 days)
High-level mission directed to infrastructure, as well as ship-building, banking and insurance.

Sep. 22 Libya (8 days)
Broad-based selling mission to a market which exporters to the Middle East cannot afford to ignore.

Sep. 25 Trinidad (10 days)
For suppliers of capital goods, technology and related services for Trinidad's energy-based industrial development.

Sep. 30 Ivory Coast and Liberia (10 days)
Broad-based selling mission.

These activities cover the period February-April. An extended list is featured in the Chamber's International Diary available on request. Application forms, or further information, can be obtained through Jane May at the ADDRESS BELOW, or by telephoning 01-248 4444 ext. 320.

1978/9 EXHIBITIONS WITH BOTB SUPPORT GRANTS

Oct. 10 Interfood/Interrest
Gothenburg — 4 days

Nov. 14 Southern Plant Engineering and Maintenance
Houston — 3 days

Nov. 20 Norfishing
Oslo — 6 days

Jan. 10 Horecava
Amsterdam — 4 days

Feb. 14 Salima
Brno — 8 days

Mar. 20 Intercolour
Basle — 4 days

* * * * *OTHER SERVICES OF THE INTERNATIONAL DIVISION* * * * *

Special Business and Market Reports
A new scheme has been launched which offers over 50 titles of new and recently published major research reports from noted sources such as the Financial Times, Metra Consulting, Middle East Economic Digest, Mino-British Trade Council, etc. Special prices have been arranged for members of the International Division.

Executive Travel Circle
Membership of the Travel Circle is open to individual persons or companies if they are members of the London Chamber, or any other UK Chamber of Commerce. This scheme enables members to obtain guaranteed rates, corporate rates (normally only available to the largest companies) and discounts on car-hire, hotel accommodation, etc.

International Business Training Programme
EEC procedure and documentation, import customs practice, how to start in export, securing payment for exports and many other subjects in a full programme.

Language Courses
Arabic, German and Spanish scheduled. Intensive residential courses at a quiet country hotel designed to provide a basic 450-word vocabulary.

Small Firms Advisory Service
This service provides help and advice for the smaller company wishing to expand its business through exports, but which may lack the personnel and time to investigate new markets.

ARE YOU A MEMBER?

The London Chamber of Commerce and Industry is a subscription organisation, in being to protect the domestic trade interests of its 9,000 members in London and the South East, and to develop international trade relations on behalf of British business. For further information, please contact the Membership Department.

London Chamber of Commerce and Industry, 69 Cannon Street, London EC4N 5AB

Registered as a Newspaper Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London EC1P 1BN, for the Department of Industry, 1 Victoria Street, London SW1H 0ET. Printed by The Garden City Press Limited, Pixmore Avenue, Letchworth, Herts, SG6 1JS.
ISBN 0 11 725257 3
ISSN 0006-5323